

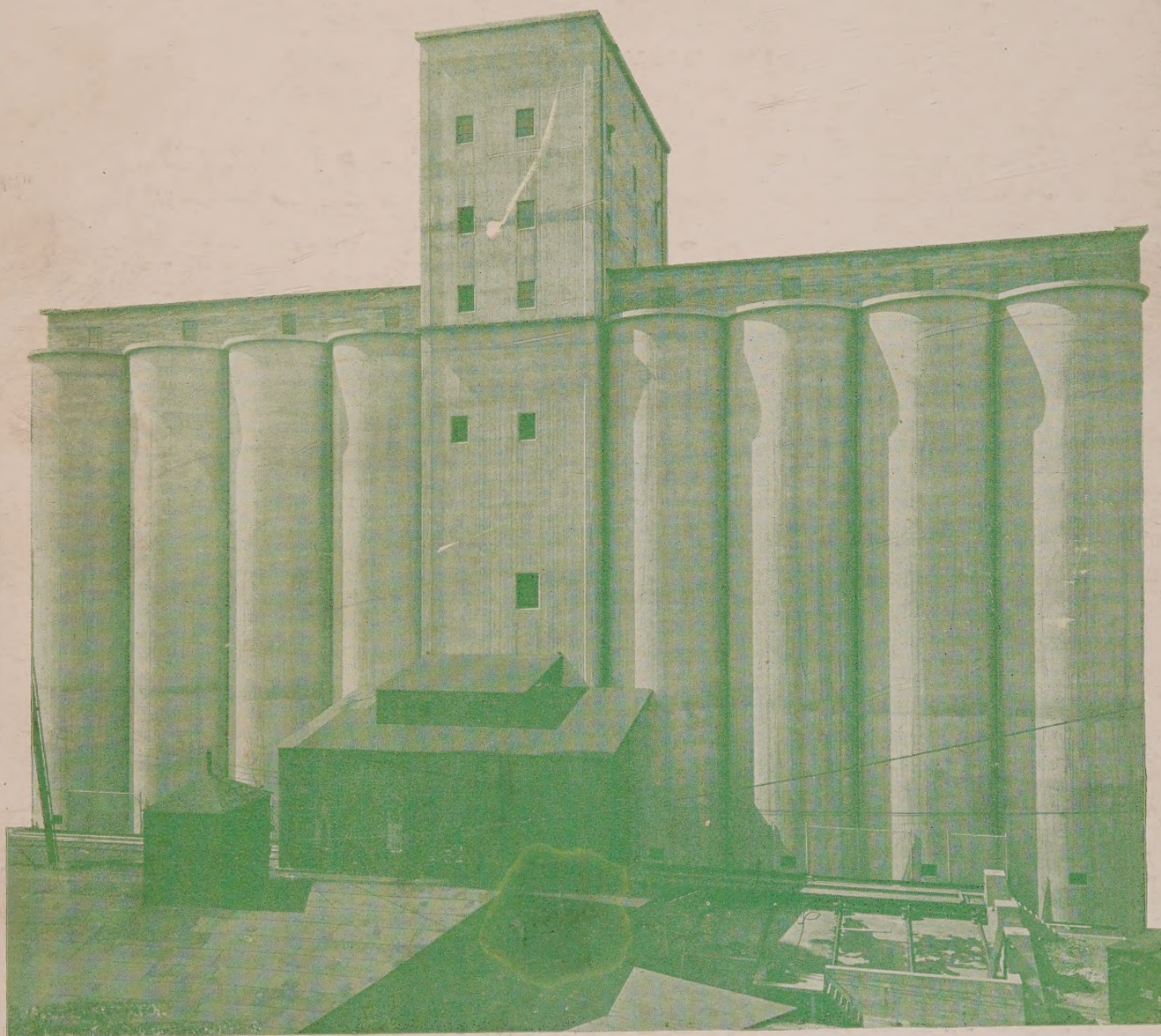
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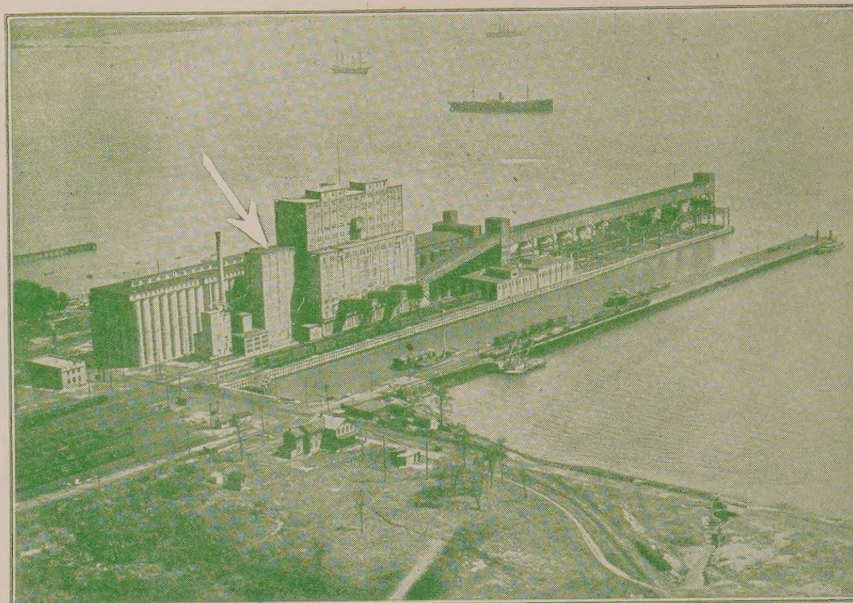
# GRAIN DEALERS' JOURNAL

Devoted to the design, construction, equipment and operation of better grain handling plants.



Ballard & Ballard Co.'s Million Bushel Reinforced Concrete Elevator at Louisville, Ky.





Eight 500 bushel Morris Grain Driers

## Morris *Dust Collecting* Automatic Grain Drier

Uses fresh air in both drier and cooler.  
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Every kernel gets the same uniform treatment.  
Strength of air current adjustable to provide maximum amount for any grain, light or heavy.  
Removes and collects dust from drier building.  
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### Closes Tight Car Doors!

Absolutely guaranteed to close any car door. Saves time and money. Made of high carbon tool steel. Weight 6¾ lbs. Price \$2.50 F. O. B. Minneapolis. **Order yours now!**

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*Everything for Every Mill and Elevator*

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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

### AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.\*  
Beasley Grain Co., J. N., grain and seeds.\*  
Great West Mill & Elev. Co., millers, grain dls.\*  
Hardeman-King Co., millers and grain dealers.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### BALTIMORE, MD.

Chambers of Commerce Members.

Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*

### BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Hannon, Harry J., brokerage exclusively.  
Leeson Grain Co., Inc., consignments.  
McConnell Grain Corp., commission & brokerage.\*  
McKillen, Inc., J. G., consignments.\*  
Sunset Feed & Grain Co., Inc., feed and grain.\*

### BUTLER, PENNA.

Klingler & Company, H. J., buckwheat and grain,  
kiln-dried buckwheat flour.

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Board of Trade Members.

Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Emrich Grain Co., receivers and shippers.\*  
Wildner-Murrell Grain Co., track buyers grain and seeds.\*

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Board of Trade Members.

Bailey & Co., E. W., grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Chicago Grain & Salvage Co., salvage grain.  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, Eberhart & Harris, grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Harris, Winthrop & Co., grain commission.\*  
Hoit & Co., Lowell commission, grain and seeds.  
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.  
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McKenna & Strasser, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., commission merchants.\*  
Rumsey & Co., grain commission.\*  
Rural Grain Co., consignments.\*  
Shafter Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*

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Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., grain merchants.\*

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Reid, R. P., grain and feed broker.

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Shepherd, Clark & Co., grain, feed, buckwheat.\*

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Crouch Grain Co., J. C., buyers wheat, corn, oats.\*  
Dal-Tex Grain Co., stock and poultry feed.  
Doggett Grain Co., wholesale grain.  
Finley, W. H., wholesale grain broker.

### DANA, IND.

White, E. O., buyer all grades salvage grain.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

\*Members Grain Dealers National Association.

### DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.

### DENVER, COLO.

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Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.  
Farmers Union M. & E. Co., millers, grain merchants.  
Rocky Mountain Grain Co., export and domestic grain.\*

### DODGE CITY, KANSAS.

Board of Trade Members.

Christopher & Co., B. C., consignments & futures.  
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.\*

### DES MOINES, IA.

Board of Trade Members.

Des Moines Elevator & Grain Co., corn and oats.\*  
Lockwood Grain, Inc., merchants.\*

### DETROIT, MICH.

Board of Trade Members.

Caughy Co., Frank T., grain and field seeds.\*  
Blinn, Fred W., grain dealers.\*

### DULUTH, MINN.

Barnes-Ames Co., grain merchants.\*

### ENID, OKLAHOMA.

Grain Exchange Members

Enid Terminal Elevator Co., public storage.\*  
Union Equity Exchange.

### FAIRBURY, NEBR.

Callaway, O. B., wholesale grain

### FORT DODGE, IOWA.

Mulholland Grain Co., grain merchandisers.

### FORT MORGAN, COLO.

Lieber Grain Co., export & mfg. wheat, coarse grain.\*

### FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Bailey, Frank, corn, maize, oats, mill feeds.  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Carter Grain Co., C. M., brokerage, consignments.\*  
Clalborne, H. L., mgr. J. S. Bache & Co., futures.  
Dorsey Grain Co., strictly brokers, consignments.  
Ft. Worth Elevators Co., gr. merchants, pub. storage.  
Federal Commission Co., brokers, consignments.\*  
Gladney Grain Co., consignments.  
Isbell Grain Co., grain merchants.  
Kimball Milling Co., grain merchants, pub. storage.  
Ralston Purina Co., of Texas, feed.  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Tillery Grain & Com. Co., export, bkgm. consignments.\*  
Universal Mills, "Superior Feed,"  
West Grain Co., consignments, merchants, brokers.

### GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Shaw, Thomas F., export grain.\*

### GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.

### GREEN BAY, WISC.

Calliari Brothers, grain, hay, mill feed.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Howard, W. A., grain broker.

### HOUSTON, TEXAS.

Merchant Exchange Members.

American Maid Flour Mills, mfg. gr., exporters.  
Beatty-Archer Co., grain brokers only.\*  
Downman Grain & Hay Co., E. C., gr., fd., hay.\*  
Rothschild Co., S., grain, c/s products, rice, b/p.\*  
South Texas Grain Co., grain & feed.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Malbucher Co., grain merchants.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Montgomery Grain Co., F. M., receivers and shippers.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.

Board of Trade Members.

Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, mlo.\*  
Davis Grain Co., A. O., grain commission.  
Davis-Hunt Grain Co., consignments, futures.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.  
Lichtig & Co., H., kafir, mlo, screenings.  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rocky Mountain Grain & Com. Co., consignments.  
Scoular-Bishop Grain Co., consignments.\*  
Shannon Grain Co., consignments.  
Uhlmann Grain Co., grain merchants.\*  
Updike Grain Corp., consignments.  
Welcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

### LANSING, MICH.

Chatterton & Son, Mich. grain, hay, beans.\*

### LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain and millfeed.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., recvrs., shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Thomson Elevator Co., grain dealers.  
Zorn & Co., S., receivers and shippers.\*

### MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

### MCKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.

### MEMPHIS, TENN.

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Meech & Stoddard, Inc., grain, feed, hay, flour.\*

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Kamm Co., P. C., grain shippers.\*

### MINNEAPOLIS, MINN.

Chamber of Commerce Members.

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Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.\*  
Hiawatha Grain Co., screenings.\*  
Scroggins Grain Co., grain merchants.\*  
McGuire Company, Arthur, shprs. b'wheat, m'oats,  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seidl, shippers grain and feed.\*  
Van Dusen-Harrington Co., grain merchants.\*

### NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*  
(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## NEW YORK CITY.

### Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bks.  
Jones & Co., M. B., buyers—quote us.\*  
Therrien, A. F., broker.

## NORTH PLATTE, NEBR.

Leypoldt Co., D. M., whse. shprs. hay, seeds, gr. broks.

## OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Hardeman-King Co., millers, grain dealers.\*  
Jackson Grain Co., grain merchants.  
Mid-State Grain Co., The, grain & feed mchts.  
Polson Grain Co., mill wheat specialists.  
Scannel Grain Co., E. M., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.  
White Grain Co., wheat, corn, oats, kafir.\*  
White-Richert Grain Co., coarse grain, field seeds.  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

### Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Udike Grain Co., milling wheat.\*

## PEORIA, ILL.

### Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*

## PEORIA (Continued)

Miles, P. B. & C. O., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

### Grain Exchange Members.

Gordon Grain Co., grain commission.\*

## SALINA, KAN.

Branson Co., Ted, corn, oats, kafir, hay.

## SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.\*  
Custenbolder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIoux CITY, IA.

### Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.\*

## TOLEDO, G.

### Produce Exchange Members.

Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*  
Zahn & Co., J. F., grain and seeds.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WATERLOO, IOWA.

Waterloo Brokerage Co., brokers—grain & mill feed.\*

## WICHITA, KANS.

### Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.  
Baker Grain Co., The A. F., wheat, corn, oats, kafir.  
Blood Grain Co., I. H., receivers and shippers.  
Brady Grain Co., consignments.  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
Smith-McLinden Grain Co., wheat, corn, oats, kafir.  
Wichita Terminal Elevtr. Co., general elevtr. business.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whirs, gr. and seeds.\*

\*Members Grain Dealers National Association.

Corn Exchange  
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*Grain Dealers Journal*  
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GRAIN DEALERS JOURNAL  
309 So. La Salle St. Chicago, Ill.



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Because of a large and constant local industrial demand for manufacture into starch, alcohol and feed and because Peoria is a most important distributing point for grain to the South, Southeast and East, the members of its Board of Trade are in position to give shippers of grain good prices at all times. The profit side of your ledger will be more attractive after a short time of dealing with these Peoria Board of Trade Members.

*American Milling Co.  
Geo. W. Cole Grain Co.  
W. W. Dewey & Sons  
S. C. Bartlett & Co.  
Lamson Bros. & Co.  
J. H. Dole & Company  
Luke Grain Co.*

*P. B. & C. C. Miles  
C. H. Feltman Grain Co.  
Mueller Grain Co.  
Rumsey, Moore & Co.  
Lowell Hoit & Co.  
H. D. Bowen Grain Co.  
Warren Commission Co.*

*James E. Bennett & Co.*



# ST. LOUIS

Surrounded by the great grain producing areas of the Mississippi Valley desires to serve you—

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa, Oklahoma, Nebraska, South Dakota, Colorado and States further west—

The terminus of eastern trunk lines, and having direct through lines to the gulf including a modern government operated barge line to New Orleans, at a differential of 4 cents per bushel on wheat and 3.64 cents on corn under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper—

The enormous flour and feed milling industries of the city, enjoying many in-transit privileges and selling their product for export and to the cotton producing South, also take a large percentage of St. Louis grain receipts—

*Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market—*

The Knowlton Grain Co.  
 Marshall Hall Grain Corporation  
 Schultz & Niemeier Com. Co.  
 Langenberg Bros. Grain Co.  
 Fuller-Wooldridge Com. Co.  
 Garmon Grain Co.  
 Nanson Commission Co.  
 Toberman Grain Co.  
 Hunter Grain Co.  
 Seele Bros. Grain Co.  
 Schwarz Grain Co.  
 Ballard-Messmore Grain Co.

Martin Grain Co.  
 Morton & Co.  
 The Geo. C. Martin Co.  
 Kellogg-Huff Com. Co.  
 Annan-Burg Grain & Mlg. Co.  
 Klosterman-Patton Grain Co.  
 Jostes-Lusk Grain Co.  
 Picker & Beardsley Com. Co.  
 Wm. D. Orthwein Grain Co.  
 W. J. Edwards Grain Co.  
 McClelland Grain Co.  
 Overland Grain Co.

J. H. Teasdale Com. Co.



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Scouler-Bishop Grain Co.

Trans-Mississippi Grain Co.

Butler-Welsh Grain Co.

Crowell Elevator Co.

The United Grain Company

Rocky Mountain Grain & Comm. Co.

Taylor Grain Co.

Flanley Grain Co.

Omaha Elevator Co.

Hynes Elevator Co.

Nebraska-Iowa Grain Co.

Nebraska Consolidated Mills Co. (Grain Department)

*Ship to Omaha—Buy from Omaha*



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A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

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Wholesale Grain.  
Get in touch with us.

**O. M. Kellogg Grain Co.**

Receivers shippers of all kinds of grain.

**The Conley-Ross Grain Co.**

Wholesale Grain.

**Farmers Union Mlg. & Elev. Co.**

Wholesale Grain and Feed.  
38th and Wynkoop Sts.

**The Ady & Crowe Mercantile Co.**

Grain, Hay, Beans.

**Rocky Mountain Grain Co.**

Grain Merchants—Export and Domestic

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Board of Trade  
Members

## KANSAS CITY

Board of Trade  
Members

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& Co.  
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87 Board of Trade - Chicago  
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bushels capacity, at Kansas City

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and  
OATS

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and  
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Hutchinson, Kans. Salina, Kans.  
Wichita, Kans. Pratt, Kans.

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Kansas City CONSIGNMENTS Omaha

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## Grain Dealers Journal



# MILWAUKEE

## Why

the Milwaukee grain market retains its supremacy and the Chamber of Commerce sustains a leading position in the face of keen competition can be told briefly:

Milwaukee at all times has a big, broad market for all Grains.

Its shipping facilities are among the best on the Great Lakes and its harbor is one of the most secure and ample.

Its industrial consumption provides an active demand all the year.

It offers a premium over other markets in competitive territory for consignments, because it has a big shipping demand and very large elevator capacity.

Its remittances on consignments are extremely prompt.

***Millers, Exporters and Country Shippers are invited to investigate the advantages to be derived by dealing with any of these Milwaukee Chamber of Commerce Members.***



L. Bartlett & Son Grain Co.  
W. M. Bell Co.  
Buerger Commission Co.  
Cahill Grain & Products Co.  
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Crandall & Beck  
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Franke Grain Co.  
Fraser-Smith Co.  
Froedtert Grain & Malting Co.

Hensley & Owen  
Johnstone-Templeton Co.  
P. C. Kamm Co.  
Leonard J. Keefe  
E. J. Koppelkam  
J. V. Lauer & Co.  
Milwaukee Grain Commission Co.  
Mohr-Holstein Commission Co.  
Owen & Bros. Co.  
Henry Rang & Co.  
M. G. Rankin & Co.  
The Hadden Grain Co.



Board of Trade  
Members**CHICAGO**Board of Trade  
Members

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has been most useful, interesting and re-  
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# 700 INSTALLATIONS

OF THE

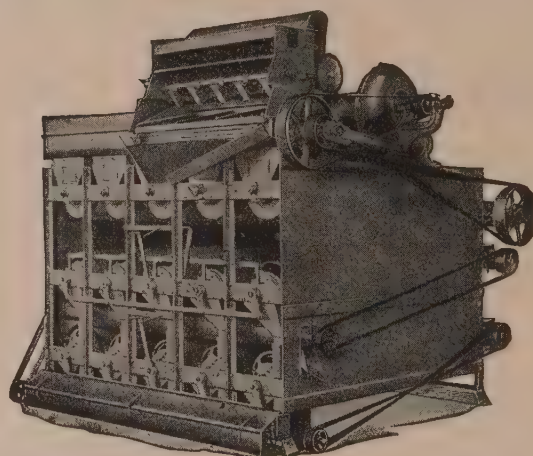
## TWIN CITY EMERSON

### Cylinder Grain Separator

Is Conclusive Proof of Superiority

Terminal and country elevators, flour millers, maltsters, and cereal manufacturers are unanimous in pronouncing the EMERSON cleaning system superior to any other and a full step forward in the method of thorough and varied grain cleaning.

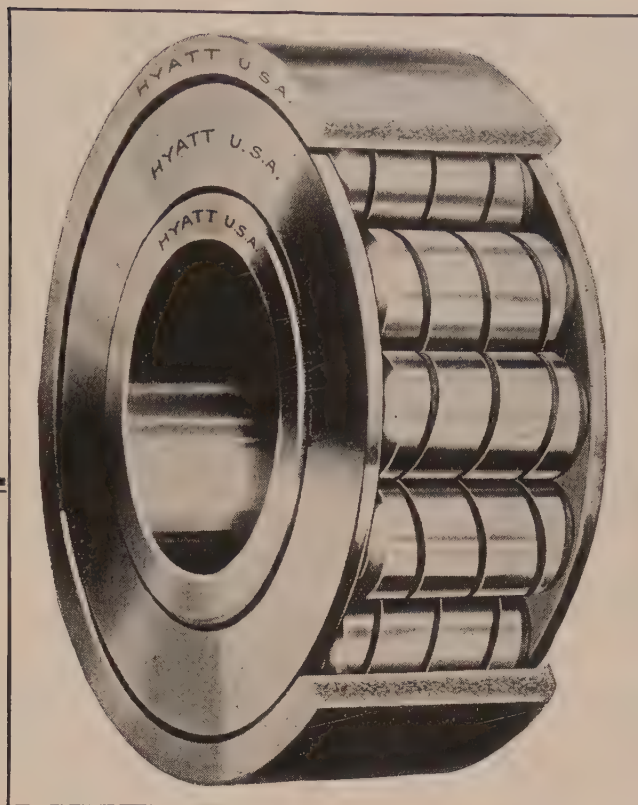
You can try the EMERSON thoroughly in your plant and return it if not satisfied. Ask us about it.



The EMERSON is made in five sizes to meet the requirements of any grain cleaning plant, large or small.

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**T**HE use of anti-friction bearings has a definite part in the modernization of any kind of equipment.

Industrial, automotive, agricultural and railroad equipment with Hyatt Roller Bearings is forever free from the constant nursing that ordinary bearings require. You give Hyatts an occasional shot of grease and forget them.

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PRODUCT OF GENERAL MOTORS



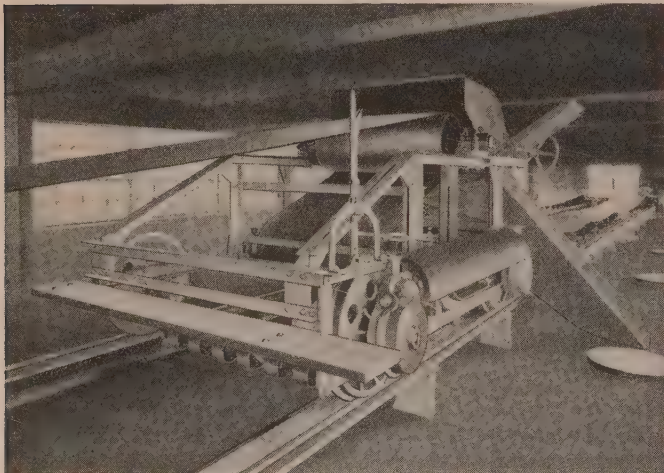


## EHRSAM TIMKEN-EQUIPPED CONVEYOR INSTALLATIONS

THE illustration above shows an "Ehrsam" Timken bearing-equipped conveyor—and the lower illustration shows an "Ehrsam" heavy duty self-propelling tripper—both just recently installed in an addition to a large southwestern elevator. Additional "Ehrsam" equipment was installed, too. For the name "Ehrsam" stands for quality elevator equipment in the industry.

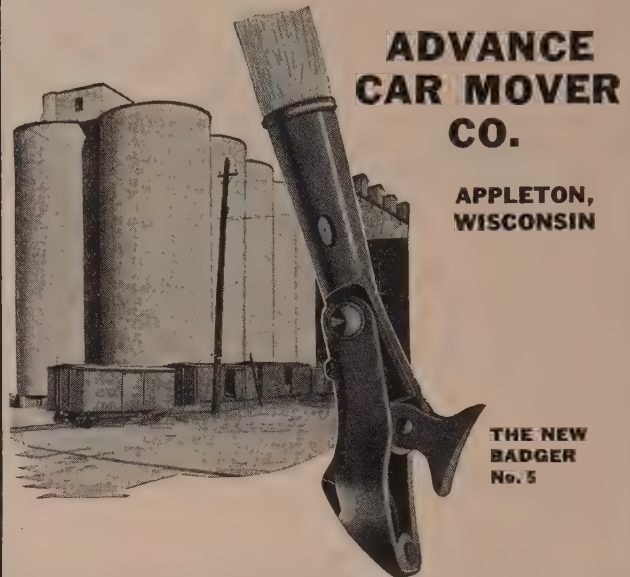
### J. B. Ehrsam & Sons Mfg. Co. ENTERPRISE, KAS.

Manufacturers of Machinery for Flour Mills, Cement Plaster Mills, Grain Elevators, Salt Plants, Coal Handling and Rock Crushing Systems, Fertilizer Factories, Power Transmission, Elevating and Conveying Equipment.



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that are powerful enough to handle the heaviest cars and are light and well balanced are the New Badger quality. They spot your cars where you want them at very little cost, and are always ready for use. There are no better Car Movers made.



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THE NEW  
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No. 5

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to modernize your plant so it will minimize your labor and increase your profits? Is it here?

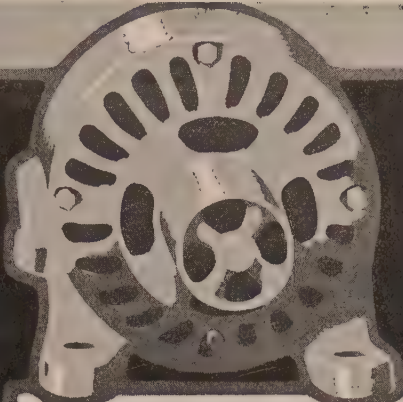
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|--------------------------|-------------------------------|
| Account Books            | Lubricating System            |
| Agricultural Gypsum      | Magnetic Separator            |
| Attrition Mill           | Manlift                       |
| Bag Closing Machine      | Moisture Tester               |
| Bags and Burlap          | Mustard Seed Separator        |
| Bearings { Roller        | Oat Bleachers and Purifiers   |
| { Ball                   | Oat Clipper                   |
| Belting                  | Pneumatic Conveying Equipment |
| Bin Thermometer          | Portable Elevator             |
| Boots                    | { Oil Engine                  |
| Buckets                  | { Gas Engine                  |
| Car Liners               | Motors                        |
| Car Loader               | Power Shovel                  |
| Car Mover                | Radio Equipment               |
| Car Seals                | Railroad Claim Books          |
| Cipher Codes             | Rat or Weevil Exterminator    |
| Claim (R. R.) Collection | Renewable Fuse                |
| Clover Huller            | Safety Steel Sash             |
| Coal Conveyor            | Sample Envelopes              |
| Corn Cracker             | Scales                        |
| Conveying Machinery      | Scale Tickets                 |
| Distributor              | Scarifying Machine            |
| Dockage Tester           | Screw Conveyor                |
| Dump                     | Self-Contained Flour Mill     |
| Dust Collector           | Separator                     |
| Dust Protector           | Sheller                       |
| Elevator Brushes         | Siding-Roofing { Asbestos     |
| Elevator Leg             | { Steel or Zinc               |
| Elevator Paint           | Silent Chain Drive            |
| Feed Mill                | Smut Remover                  |
| Fire Barrels             | Speed Reduction Units         |
| Fire Extinguishers       | Sputting                      |
| Friction Clutch          | Storage Tanks                 |
| Grain Cleaner            | Sulphur                       |
| Grain Driers             | Testing Apparatus             |
| Grain Tables             | Transmission Machinery        |
| Leg Backstop             | Transmission Rope             |
| Lightning Rods           | Waterproofing (Cement)        |

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### INFORMATION BUREAU

Grain Dealers Journal, 309 So. La Salle St., Chicago





## Motors on Timkens

The most vital specification you can make on any order for electric motors is "Timken Bearings." That specifies not alone the lubricating economy of anti-friction bearings, but the supreme endurance made possible only by Timken tapered construction, Timken *POSITIVELY ALIGNED ROLLS*, and Timken-made electric steel.

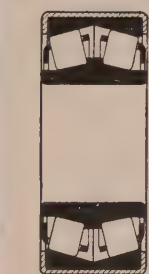
In this exclusive Timken combination there is high speed capacity, extra load area, full thrust and shock capacity, greater rigidity, compactness, and simplicity.

Forget burnouts and shutdowns entirely! Get rid of dripping and fire hazards. Wipe out all the cost of bearing replacement, and almost all routine maintenance. Improve every phase of operation.

Specify Timken Tapered Roller Bearings in all the motors you buy.

THE TIMKEN ROLLER BEARING CO.  
CANTON, OHIO

**TIMKEN** *Tapered Roller*  
**BEARINGS**



DOUBLE ROW  
SELF-CONTAINED  
TIMKEN BEARING



SINGLE ROW  
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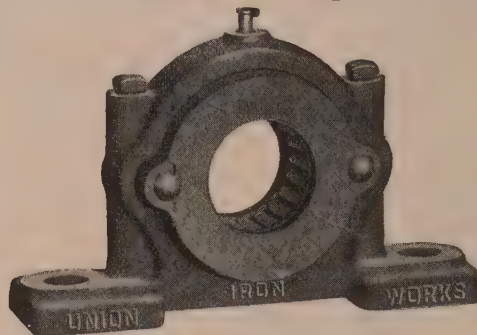


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### RUBBER BELTING

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on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold ..... Bushels of ..... at ..... cents per bushel, to grade No. .... to be delivered at ..... on or before .....". They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

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**Grain Dealers Journal**  
309 South La Salle St. Chicago, Ill.



# When You Ship Grain, Do YOU Bear the Losses for Leakage, Theft or Errors at Destination?

Many, many times a shipment is reported short for one of the above reasons, and the shipper must stand the loss.

But, with a Richardson Automatic Grain Shipping Scale you are protected against such losses, *because you then know YOUR weights are accurate and right!*

Install a Richardson now and enjoy the protection against shortages.

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It will pay you to become a regular reader of

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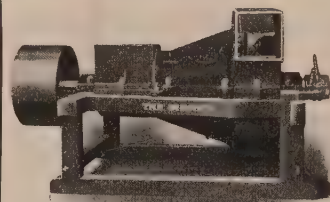
and learn what successful retailers are doing to make their business more profitable. A newsy, snappy magazine full of practical ideas and suggestions that will make you money.

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**SAFER TO OPERATE  
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DEMAND LESS ATTENTION  
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EVERY BEARING SELF-ALIGNING  
YOUR POWER BILL REDUCED**

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## The Sidney Grain Machinery Co.

Manufacturers and Jobbers of  
COMPLETE MILL and ELEVATOR EQUIPMENT  
SIDNEY, OHIO

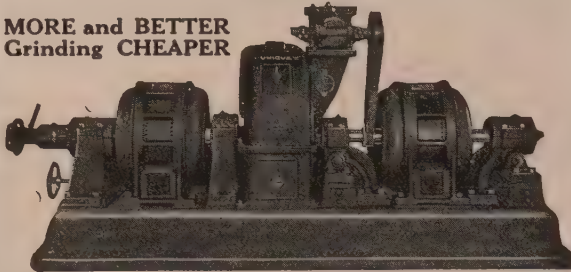
Successors to THE PHILLIP SMITH MFG. CO.



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## UNIQUE BALL BEARING ATTRITION MILL

MORE and BETTER  
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The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

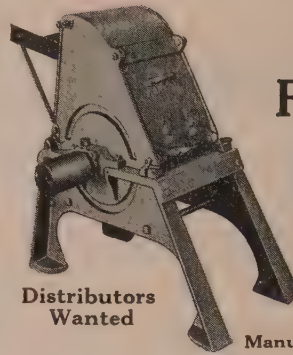
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## AJACS Feed Grinders

are unexcelled for grain elevator or feed mill use. Remarkable capacities are being secured by users. Write for full details.

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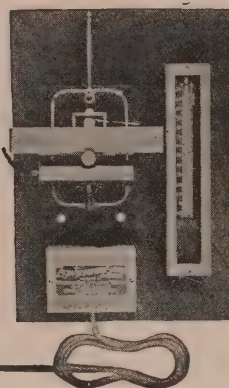
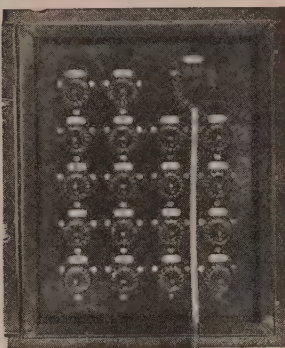
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### Humphrey Elevator Co.

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*Men do more when they  
ride instead of climb*



## The "ZELENY" Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

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CHICAGO

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The quickest way to supply your needs is to tell your wants to a sympathetic audience.

The "Wanted and For Sale" pages of the GRAIN DEALERS JOURNAL affords the largest and best medium to make your wants known.

Read what satisfied customers say:

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"We have secured all the help we need from our adv. in the JOURNAL. We have probably received 40 or 50 replies, and are much pleased with results."—Clovis Mill & Eltr. Co., Clovis, N. M.

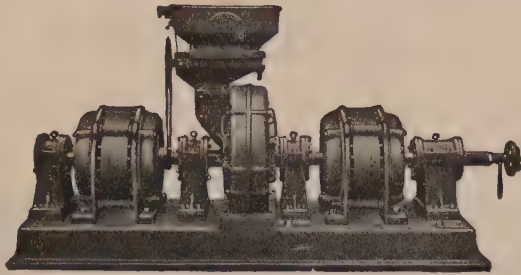
The charge for such announcements is small—only 25c per type line. Try them. Supply your needs quickly.

### Grain Dealers Journal

309 So. La Salle St.

CHICAGO, ILLS.





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All attrition mills have many good features, but in the "Munson" you get all of these good features with a few more for good measure.

Let us send you catalog showing why more millers are using the "Munson" every year.

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Since 1825

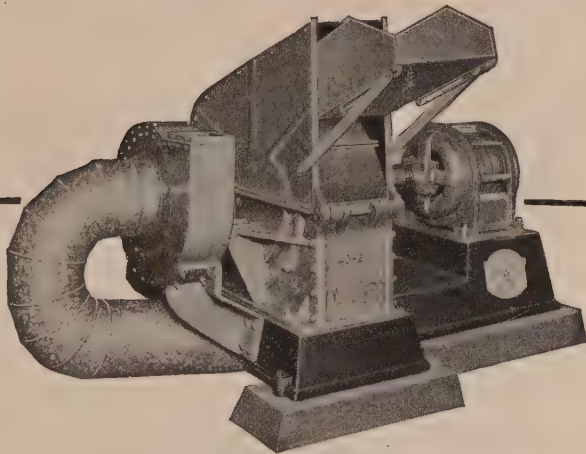
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Representatives: Strong, Scott, Mfg. Co., Minneapolis, Minn.; F. J. Conrad, Cedar Rapids, Ia.; A. D. Hughes & Co., Wayland, Mich.

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Gentlemen:—Without cost or obligation  
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The GRUENDLER of today is the greatest GRUENDLER ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while machine is in operation. Adjustable for coarse or fine grinding.

All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

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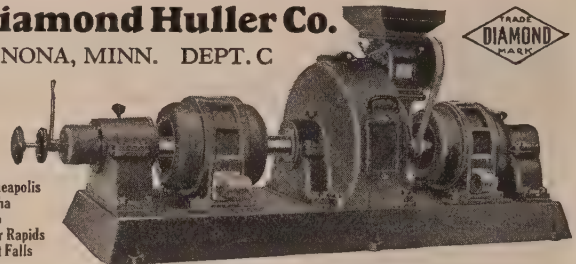
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operates a Municipal Mill in which they installed a 22-inch DIAMOND ATTRITION MILL supplanting two other mills. Mr. L. A. Cowles, Supt., says, "With the DIAMOND MILL we have doubled our earnings on custom grinding since installing, because of its quick service and low operating cost."

**Diamond Ball Bearing Attrition Mills** do not get out of tram.

They save 40% of power cost. Bearings absolutely dustproof. All parts are interchangeable.



City of Rochester's Municipal Mill, A. A. Rieck, Miller



# "Eureka - Invincible" Grain & Seed Cleaners and Feed Manufacturing Equipment



## S. HOWES CO., Inc.

### INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



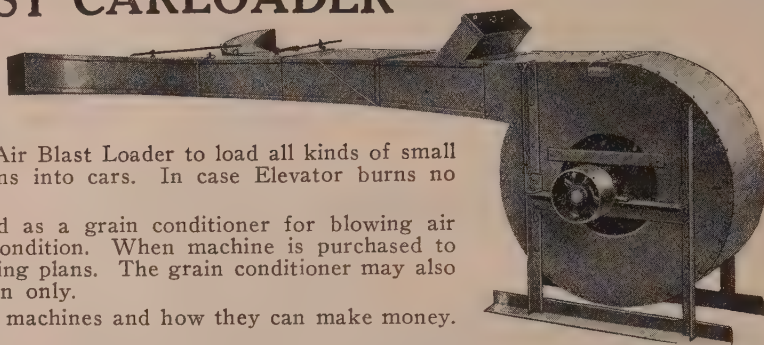
"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

## THE BOSS AIR BLAST CARLOADER

Will load grain cars from your Elevator without scooping in the car, both ends of the car being loaded at the same time. The machine will not injure the grain because it does not pass through the fan. It will clean and raise the grade. We also build Portable Air Blast Loader to load all kinds of small grain, ear corn, cobs, etc., direct from wagons into cars. In case Elevator burns no time is lost.

The Boss Air Blast Loader can also be used as a grain conditioner for blowing air through bins to cool and keep the grain in condition. When machine is purchased to serve this dual purpose we will furnish installing plans. The grain conditioner may also be installed for cooling and conditioning grain only.

Write for illustrated Catalog E. showing these machines and how they can make money.



**MAROA MANUFACTURING CO., Dept. G, Maroa, Illinois**



## DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

*There's a Reason*

**The Day Company**  
*Dust Collecting Engineers*

1023-5 Lyndale Ave., N. Minneapolis, Minn.



## The Atlas Car Mover

*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

**Compound Action      Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin

# U MAY

find a grain elevator to your liking in the "Elevators for Sale" columns of the Grain Dealers Journal, Chicago, Ill.; but, if you do not, you can surely find what you want by telling our readers your wishes thru our "Elevators Wanted" columns and thereby learn of some rare bargains which are not now advertised.



## GRAIN ELEVATOR BUILDERS

### RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

### A. F. ROBERTS ERECTS FURNISHES

Elevators  
Corn Mills  
Warehouses  
Plans  
Estimates  
Machinery

SABETHA,

KANSAS

### WHITE ★ STAR ★ CO. WICHITA, KANSAS

For elevator and mill supplies we  
issue a net price catalog. If in the  
market write us for one.

### CRAMER BUILT

elevators have won the con-  
fidence of discriminating grain  
dealers for long and economical  
service.

### W. H. CRAMER CONSTRUCTION CO.

North Platte, Nebr.

Plans and Specifications Furnished

### GRAIN and COAL ELEVATORS T. E. IBBERSON CO. CONTRACTING ENGINEERS MINNEAPOLIS, MINN.

C. T. Stevens

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Stevens Engineering & Construction Co., Incorporated  
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS  
1207-8-9 LANDRETH BUILDING ST. LOUIS, MISSOURI

### Weller Metal Pdts. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.  
SHEET METAL WORK  
Grain Elevators a Specialty

### E. H. CRAMER

Hampton, Nebraska  
Designer and Builder of  
Grain Elevators

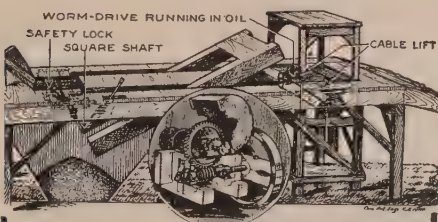
### HICKOK Construction Co. MINNEAPOLIS ELEVATORS

### BIRCHARD Construction Co.

Architects and Contractors  
Grain Elevators—Mills  
B. SAMPSON Lincoln, Nebr.

### L. J. McMILLIN

Engineer and Contractor of  
GRAIN ELEVATORS  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.



NEWELL CONSTR. & MACHINERY CO.  
Cedar Rapids, Iowa  
Originators of the Electric Truck Dump

You have a real paper and your leaky  
car reports are of real value to grain men.  
—D. E. Minor, Grand Island, Neb.

### The Star Engineering Company

Specialists In

Grain Elevator Construction

Our elevators stand every test  
Appearance, Strength, Durabil-  
ity and Economy of Operation

Estimates and information promptly furnished

Wichita, Kansas

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

### Southwestern Engineering Company

Designers and Builders

Modern Mills, Elevators  
and Industrial Plants  
SPRINGFIELD, MO.

### DESIGNERS

of Grain Elevators, Flour Mills

Feed Mills, Warehouses  
and Industrial Buildings

HORNER and WYATT  
Board of Trade Bldg. Kansas City, Mo.

It Pays to Plan Before You Build

## Want an Elevator?

Then consult the "Elevators  
for Sale" columns in this issue  
of the Grain Dealers Journal.





One of  
**Several Elevators**  
 Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

**THE BARNETT-McQUEEN  
 CONSTN. CO., LIMITED**

*Designers and Builders of Grain Elevators*

Fort William, Ont.

Duluth

Minneapolis, Minn.



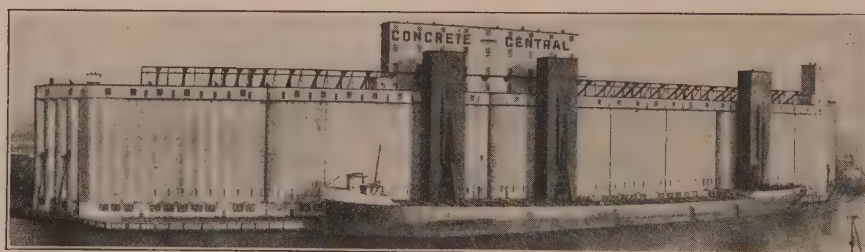
**FOLWELL-AHLISKOG COMPANY**

**Engineers and Constructors**

323 North Michigan Avenue  
 CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator  
 Designed and Built for  
 A. E. Staley Mfg. Co., Decatur, Ill.

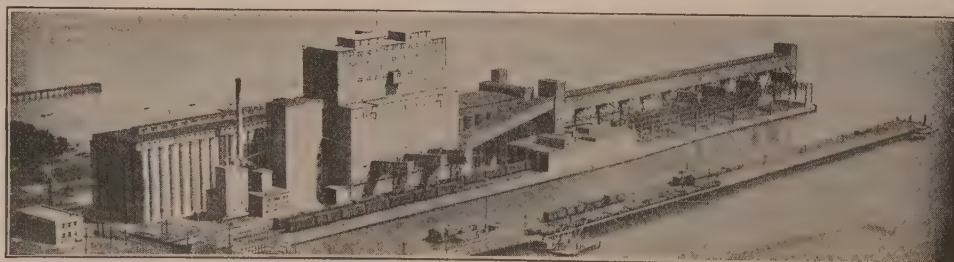
Operated by  
 The Eastern Grain,  
 Mill and Elevator  
 Corporation



Concrete-Central  
 Elevator, Buffalo,  
 N. Y.  
 Capacity  
 4,500,000 Bushels

Designed and Built by  
**Monarch Engineering Company**  
 Buffalo, N. Y.

Capacity  
 5,000,000  
 Bushels



Equipped with  
 Four Stewart  
 Link-Belt  
 Grain Car  
 Unloaders

**Pennsylvania R. R. Elevator, Baltimore** *The Most Modern Elevator in the World*

Designed and Constructed by

**James Stewart and Company, Inc.**

W. R. Sinks, Mgr. Grain Elevator Dept.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World

1210 Fisher Bldg., Chicago, Ill.





## Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was also designed and built by us for

Southwest Elevator Co., Enid, Okla.

## Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.

## 2,500,000 Bu. Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company

Port Richmond

BY

## FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels

## John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago

434 St. Francois Xavier St., Montreal

837 W. Hastings St., Vancouver, B. C.



The Baltimore & Ohio R. R. Co.'s  
Baltimore, Md.

## Terminal Grain Elevator

Capacity 3,800,000 Bushels

The Most Rapid Grain Handling  
Plant in the World

Constructed by

## THE M. A. LONG CO.

Engineers and Constructors

Grain Elevator Department

The Long Bldg. - Baltimore, Md.  
Postal Tel. Bldg. - Chicago, Ill.



## Leaky Cars

You Know What They Cost

## Kennedy Car Liners

**SOLVE THIS PROBLEM**

Prevent Leakage of Grain In Transit

**NO WASTE — EFFECTIVE  
INEXPENSIVE — EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars

Inquiries for Details Invited.

**The Kennedy Car Liner & Bag Co.**

Shelbyville—Indiana

Canadian Plant At Woodstock, Ont.

## Grain Shipping Record Books

**Record of Cars Shipped.** This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size  $9\frac{1}{2} \times 12$  inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight,  $2\frac{1}{2}$  lbs. Order Form No. 385. Price \$3.00.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size  $10\frac{1}{2} \times 16$  inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3½ lbs. Order Form 14AA. Price \$3.75.

**Grain Shipping Ledger** for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size,  $10\frac{1}{2} \times 15\frac{1}{4}$  inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

**Shippers Record Book.** This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size  $9\frac{1}{2} \times 12$  inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight,  $2\frac{1}{2}$  lbs. Order Form 20. Price \$3.00.

## Grain Dealers Journal

309 South La Salle St., Chicago, Ill.

## Coal Sales Book

(Improved)  
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is  $10\frac{1}{2} \times 15\frac{3}{4}$  inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

## Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

## Grain Receiving Record Books

**Grain Receiving Register.** One of the best forms for recording wagon loads of grain received. It contains 200 pages, size  $8\frac{1}{2} \times 13\frac{1}{2}$  inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight,  $2\frac{1}{4}$  lbs. Order Form 12AA. Price \$3.00.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size  $9\frac{1}{2} \times 12$  inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

**Receiving and Stock Book.** Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size  $9\frac{1}{2} \times 12$  inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight,  $2\frac{1}{4}$  lbs. Order Form 321. Price \$3.00.

**Grain Receiving Ledger** is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is  $8\frac{1}{2} \times 13\frac{1}{2}$  inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight  $4\frac{1}{2}$  lbs. Price, \$5.50.

**Grain Scale Book** is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is  $10\frac{1}{2} \times 15\frac{1}{4}$  inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight,  $4\frac{1}{2}$  lbs. Order Form 23. Price, \$4.75.

## Grain Dealers Journal

309 South La Salle St., Chicago, Ill.

## Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets  $3 \times 6\frac{3}{4}$  inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book  $7\frac{1}{2} \times 12$  inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

## Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



Tell us what you need for your Grain Elevator and we'll tell you where to get the latest and best.

## INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

## Clark's Wagon Load Grain Tables

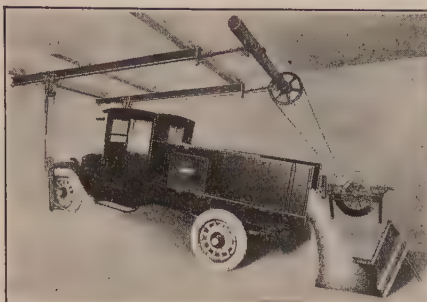
(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60, 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size  $5\frac{1}{2}$  x  $10\frac{1}{2}$  inches. Price 65 cents, postage 4 cts

## GRAIN DEALERS JOURNAL

305 So. La Salle St. CHICAGO, ILL.



## McMillin Combination Wagon and Truck Dump

Here's wishing each and every one of the many satisfied users of our Dump a

## Very Merry Christmas

and a

## Happy and Prosperous 1928

We also wish to call to the attention of all interested in, and contemplating purchasing a new dump, to make yourselves as well as your Trade happy next year, by equipping your plant with a McMILLIN COMBINATION WAGON & TRUCK DUMP, making Christmas last the whole year through, due to the feeling of good fellowship between your customer and yourself, because you are in position to render him service in a SPEEDY, SAFE and SATISFACTORY manner.

For descriptive literature Address

## L. J. McMILLIN

525 Board of Trade Bldg., Indianapolis, Ind.

## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER  
Box 404 South Bend, Ind.



## CONE-SHAPE GRINDERS

### It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." E. W. Watt, Jacobburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.



## 10,000 SHIPPERS Are now using

## TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

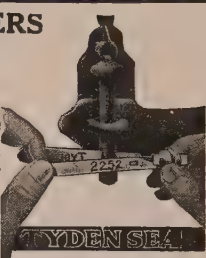
Prevent CLAIM LOSSES

Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice President

617 Railway Exchange Bldg., Chicago, Ill.



## Scale and Credit Tickets

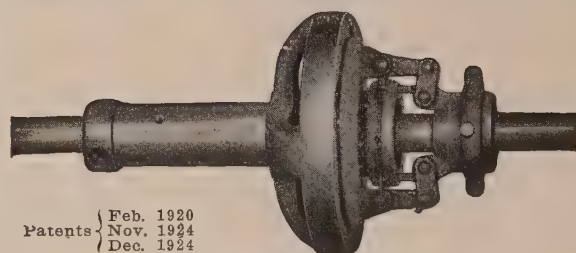
Form 51 duplicating, size  $5\frac{1}{2}$  x  $13\frac{3}{4}$  inches is formed of 100 pages of white bond paper for the 500 original tickets, machine perforated for easy removal, 100 yellow post office paper for the 500 originals which remain in the book and 4 sheets of carbon paper bound in back. Each ticket provides spaces for "Number, Date, Load of, From, To, Gross .....lbs., Tare .....lbs., Net .....lbs. Net, ..... bus., \$. .... Due to ..... or order, ..... Weigher.

Check bound, well printed. Shipping weight 3 lbs. Price \$1.25 f. o. b. Chicago.

## Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



Patents: Feb. 1920  
Nov. 1924  
Dec. 1924

## THE BEYL

## Maximum Power—Minimum Cost

The Beyl is the most popular Clutch of today. Why? Because every owner is a Booster. One Beyl Clutch in a new field resells itself many times.

The New Beyl with its Hyatt Industrial Roller Bearing Sleeve is described in "Motorize Correctly." Write us for your copy. It tells how the Northwest is now eliminating Friction and Fire Hazards. The method is thoroughly endorsed by every Insurance Company interested in an elevator.

## Link Belt Supply Co.

Minneapolis - Minnesota

Manufacturers of Hyatt Equipped Grain Elevator Transmission



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**SOUTHERN MICHIGAN** — Grain Elevator, coal, feed business; good territory; reasonable. Write 59N8, Grain Dealers Journal, Chicago, Ill.

**GIVE A JOURNAL "Wanted—For Sale"** ad something to do for you—it needn't be something easy.

**CENTRAL ILLINOIS**—20,000 bu. cribbed elevator in excellent condition, doing good business. \$8,000 if taken quickly, good terms. Address 59W22, Grain Dealers Journal, Chicago, Ill.

**EAST MICHIGAN**—Well equipped elevator for sale; coal, feeds and other good side lines; grist mill attached. A splendid opportunity for a dealer with moderate capital. For full information address 59W16, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Elevators located in Southeastern Nebraska. Large corn crop now being gathered. Also a terminal elevator located on the Missouri River. Have a few two-burner moisture testers for sale. Address 59X13, Grain Dealers Journal, Chicago, Ill.

**WESTERN NEBRASKA**—Modern grain elevator for sale, 15,000 bu. cap.; warehouses, coal bins, feed mill and a block of trackage, all on private grounds along main line of U. P. R. R. Doing a paying business. Address Farmers Elevator Co., Sidney, Nebr.

**OHIO**—18,000 bu. elevator for sale, electrically equipped; located in corn and oats belt; frame metal covered building and machinery in good condition; doing 150 to 200 cars a year; also coal and feed. A money maker. Address Lock Box 115, Bowling Green, Ohio.

**THE BEST WAY** to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

**OHIO**—Grain elevator for sale, 20,000 bu. capacity, electrically equipped, large hammer mill. Warehouses, coal bins, dwelling. All on private grounds with private switch. Located in Northwestern Ohio and doing a fine business. Priced right for quick sale. Address 59Y2, Grain Dealers Journal, Chicago, Ill.

**RESERVE, KANSAS**—20,000 bu. elevator and coal business located at the best grain shipping point in this section of the state. Modern and in A-1 condition. If you want to buy an established business, act promptly for this is a real situation. Address Chester G. Jones, Trustee, Reserve, Kansas.

**NORTHWESTERN OHIO**—Two Modern Country Grain Elevators doing good business shipping corn, oats, wheat, hay and straw, selling coal and feed, etc. Excellent farming territory; good location; good railroads and good schools. Priced right for quick sale. Write Pollock Grain Co., Middle Point, Ohio.

**IOWA**—Grain, feed, coal business for sale. Cribbed elevator of 25,000 bu. capacity; fully equipped; electric power; attrition mill; in first-class condition. Flour, seed, feed warehouses and 16 coal bins. Exceptionally good trackage on C. M. & St. P. Business flourishing with large territory and patronage. Under one management since 1882. Sale to settle estate. Clausen Elevator Co., Clear Lake, Iowa.

## ELEVATORS FOR SALE.

**NEBRASKA**—Elevator and residence for sale. Located in central Nebraska, good territory. Priced to sell. James Frye, Sweetwater, Nebr.

**CENTRAL NEBRASKA**—Cribbed elevator for sale, capacity 50,000 bu. feed mill in connection, also warehouses. Good grain belt, priced right. L. M. Gietzen, Columbus, Nebr.

### YOU MAY BE MISSING SOMETHING.

**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**FOR SALE**—25,000 bu. capacity concrete tube elevator in best grain district of the country. All new and modern, electrically equipped. A bargain. Address 59Y16, Grain Dealers Journal, Chicago, Ill.

**NORTHERN ILLINOIS**—Grain elevator, coal and building material business, small village, doing good paying business, competition good, rich farming community. Will be sold quick. Wish to retire. Reasonable price. Holcomb-Dutton Lumber Co., Sycamore, Ill.

**NORTH CENTRAL NEBRASKA**—Modern 25,000 bu. cribbed elevator for sale in excellent grain territory. Electrically equipped and so arranged that it can be easily operated by one man. Priced right. Address The Cornbelt Lumber Co., Lincoln, Nebr.

**INDIANA**—Grain elevator for sale, best location, county seat; doing good business, corn, oats, wheat, feed, fence, coal, machinery, etc. Excellent farming territory. Good railroads and schools. Priced right. Portland Equity Exchange, Portland, Ind.

"Please discontinue my advertisement in the Journal of help wanted. I have so many replies that I think I will have no trouble in securing the help wanted." This is from an Iowa elevator operator who ran an ad in this column recently.

**OHIO**—Elevator, chop mill and coal yard for sale; 10,000 bu. cap., electric power; in good wheat and dairy section with good shipping facilities, private grounds. Ill health reason for selling at low price of \$5,500 on good terms. 59Z12, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Two Country Elevators in Heart of Good Grain and Feeding Territory, Handling Grain, Coal, Feed and Seeds. Want to Sell Quick.

The McDonald Co.,  
Washington C. H., Ohio.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## ELEVATORS WANTED

**WANTED**—Elevator at good station near Chicago. Address 59V3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—To buy or lease an elevator at a good station in Livingston or McLean Counties in Ill. Address Paul Rittenhouse, Cullom, Ill.

**WANTED**—To rent Ohio elevator with privilege of buying. Address 59Y17, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Elevator doing good business in exchange for improved farms in Fulton County, Indiana. Address 59Z15 Grain Dealers Journal, Chicago, Ill.

## ELEVATOR FOR SALE OR RENT

**EAST CENTRAL ILLINOIS**—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners secure machines and engines which you want sell those for which you have no further use and perform a myriad of kindred services for shrewd people who use them regularly. **REAL and USE THEM.**

## BUSINESS OPPORTUNITIES.

**CASPER, WYOMING**—Well established retail, wholesale Hay & Grain business doing \$10,000 per month. Write Box 548, Casper, Wyo.

**WILL SELL HALF INTEREST** in good grain, feed, seed and grinding business; located in good town in Northern Indiana. Address 59Z2, Grain Dealers Journal, Chicago, Ill.

**KENTUCKY**—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—a complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.



## SITUATION WANTED.

**POSITION WANTED** by married man with 15 years experience in the grain business. Address 59Y20, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as manager of country station, 10 years experience in Illinois, age 33, married, thoroughly capable, best of references. Write 59W15, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** by an experienced man who can handle a country elevator and make it pay. Prefer beans, grain, seeds, coal and all side lines. Address 59Y15, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** with grain firm as either manager or bookkeeper. Have had twenty-five years experience in the grain business in country elevators. Know the coal, flour and feed business. Want position about February first. Write 59Y8, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as manager of country elevator by competent man of 17 years' experience with the grain trade. Can furnish references that I have produced results. Run elevator and office. Present employers retiring. Age 40 and will go anywhere. Address 59X16, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED**—An experienced accountant desires to connect with reliable grain or milling concern. At present am employed by large concern (not in grain or milling) as head of the accounting department, but wish to get back in the grain or milling business in any capacity. Have had eight years' experience in the grain and feed business. Will make change only on 30 to 60-day notice to my present employers. Can make small investment. Write P. O. Box 176, Sioux Falls, S. Dak.

**STOP! READ! THINK!** This advertiser writes: "Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.

## Only One Way

to keep your business messages private and that is by using a grain code.

In selecting a code, you should avoid buying one so large you can't find what you want, or so small it don't cover the business.

## Universal Grain Code

Is just the code you need; a small book, 150 pages, containing 14,910 words covering your line of business and no two spelled near enough alike to cause an error. Three or four of these words will convey a long message that you would otherwise hesitate to send for fear of going into bankruptcy and no one would know their meaning without the code.

The price is only \$3.00.

Code words for the new U. S. wheat and corn grades are included.

**GRAIN DEALERS JOURNAL**  
309 So. La Salle Street, Chicago, Ill.

## HELP WANTED.

**EXPERIENCED SALES MANAGER** familiar with eastern territory wanted by Eastern Penna. feed manufacturer. One with knowledge of transit traffic preferred. Address 59X17, Grain Dealers Journal, Chicago, Ill.

## SCALES FOR SALE.

**RICHARDSON Automatic Scales.** 4 to 8 bu capacity for sale; fine condition. Also R. H track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—Richardson Automatic grain elevator scale, hopper capacity 4-bu., hourly capacity 1,000-bu. Scale in excellent condition and ready for immediate shipment. W. H. Cramer Construction Co., North Platte, Nebr.

**FOR SALE**—Four 1600-bu. Fairbanks-Morse hopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. J. Goldberg & Sons, Inc., 800 E. 18th St., Kansas City, Mo.

## SCALES WANTED.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

**WANTED**—Second-hand belt driven hammer feed mill, in good condition. Hulshizer Milling Co., Granville, Ohio.

## ENGINES FOR SALE

**FOR SALE**—15 h. p. Fairbanks-Morse Engine, nearly new. Address Colwell Grain Exchange, Colwell, Iowa.

**FOR SALE**—One 15 hp. International Kerosene Engine with clutch pulley, both in good repair. T. E. McKenzie, Storms, Ohio.

## FAIRBANKS-MORSE OIL ENGINES

3-25 hp., 3-50 hp., 1-75 hp., 3-100 hp., 1-150 hp., 2-20 hp. With pulley or electric generators. Oil engines bought and sold.

Hyman-Michaels Co.,  
Chicago, Ill. St. Louis, Mo.

## ENGINES AND BOILERS FOR SALE

**FOR SALE**—One boiler and engine cheap if taken at once. Will trade for 12 or 15 hp engine. Address 59X19, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—One horizontal return tubular boiler, 48" diameter, 12' long, 150 lbs. working pressure, used about one year. Also 40 hp. Atlas engine with pulleys for \$450.00, at Nortonburg, Ind. Address M. A. Holder, Hope, Ind.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

**Clark's Decimal Wheat Values** cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

**Clark's Freight Tables:** Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

**Clark's Double Indexed Car Register** gives ready reference to the record of any car. Facing pages 11x16 inches of heavy ledger paper are each ruled into five columns, those on the left being numbered 0, 1, 2, 3 and 4, while columns on the right are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record." The marginal index figure which is repeated in upper corner of each right hand page represents the right hand or unit figure of the number entered, while the column heading is the second or tens figure. The required number can be instantly found if properly entered. Form 40, with space for 12,000 cars, \$2.50. Form 42, with space for 21,600 cars, \$3.25.

**Leaking Car Report Blanks** bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

All prices are f. o. b. Chicago.

## GRAIN DEALERS JOURNAL

309 So. LaSalle St., Chicago, Ill.

## Bargain Sale in Soiled and Shelf Worn Books.

**Gold Bricks of Speculation**, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

All prices are f. o. b. Chicago.

## GRAIN DEALERS JOURNAL,

309 So. LaSalle St., Chicago, Ill.

## KEEP POSTED

## GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....



## MACHINES FOR SALE.

**FOR SALE**—One Western Portable Sheller, No. 2A, in good condition. Price low for quick sale. Assumption Grain Co., Assumption, Ill.

**FOR SALE**—Two practically new Clipper Cleaners of modern make; also a wheat separator. Gilchrist & Co., McGregor, Iowa.

**FOR SALE**—J-B grinder; 40 hp. Hart-Parr engine, good as new. Reasonable. Write 59U23, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Corn cracker; grinder; sheller; combined separator, grader and cleaner; line shaft; pulleys; check writer; and steel safe. A-1 condition. Price very reasonable. Mrs. Luke Reed, 102 E. Rudisill, Fort Wayne, Ind.

## FOR SALE OR TRADE

18-inch Bauer Bros. Attrition Mill, belt drive, guaranteed good as new. Attractive price. Will trade on feed mixer or corn grader. R. P. Barrett & Son, Wilmington, Ohio.

**FOR SALE**—No. 4 style "A" Monitor Combined Corn and Grain Cleaner. This machine will handle corn and cobs as well as small grain. Never used. Bargain. John G. Troester, Sidney, Ohio.

**FOR SALE**—Lehigh corn dryer, capacity 350 bus. per hour. This dryer was installed in concrete building and is in perfect condition. Never been in use. Can be bought very reasonable. Farmers Grain Co., Larchwood, Iowa.

## SAVE POWER—REDUCE FIRE RISK

By installing used or New Ball or Roller Bearing Hangers or Pillow Blocks at very low prices. Transmission Machinery Co., Chicago, Ill.

## FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

## NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; 1 double stand 9x24 Noye rolls, LePage cut; and 1 Weller 12 in. x 24 in. steel elevator leg, approximately 130-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

## MACHINERY BARGAINS

One No. 4 J-B Mill; one Hughes Hammer Mill; one No. 3 Gruendler Mill; one 24" Motor Driven Bauer Bros. Mill; one 20" Monarch Attrition Mill; 18, 20, 24-inch Dreadnaught grinders; 1000-lb. Vertical Batch Mixer (new); one used Burton Mixer; one Gardner Mixer; 7x14, 9x18, 9x24 three pr. high feed mills; 9x18, 9x24 two pr. high feed mills; Hess drier No. 3; Huhn drier, 80-bu. capacity; Ellis ball bearing drier; No. 7 Clipper cleaner; No. 5 ball bearing Invincible Grain Cleaner. Everything for the elevator and flour mill. Write your wants. A. D. Hughes Co., Wayland, Mich.

## REAL BARGAINS.

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,

9 S. Clinton St., Chicago, Ill.

## MACHINES WANTED.

**WANTED**—Union Special Junior Bag Sewing Machine or Model C Economy Bag Closing Machine. West Bend Malting Co., West Bend, Wis.

**WANTED**—One 22 or 24-inch motor driven mill, Bauer preferred. Address 59Z4, Grain Dealers Journal, Chicago, Ill.

**WANTED**—For cash, Horizontal Feed Mixer of half-ton capacity. Write Virgil Vincent, Washington C. H., Ohio.

## MOTORS FOR SALE.

**FOR SALE**—Western Electric Motor, 75 hp., 2200 volts, 3 phase, 60 cycles, load speed 860 r.p.m., good as new. Reason for selling, too large for present needs. Will trade for a 50 hp. motor of the same voltage, speed, cycles and phase. Holyrood Flour Mills, Holyrood, Kans.

## MISCELLANEOUS.

**FOR SALE**—Burroughs Adding Machine, grain dealers special. First-class condition. Address 59Y9, Grain Dealers Journal, Chicago, Ill.

## SEEDS FOR SALE—WANTED

**FOR SALE**—Hog, early fortune, Siberian, common and white wonder millet seed, also Sudan and cane seed. Straight or mixed cars. Write or wire for samples and prices. Reimer Smith Grain Co., Holyoke, Colo.

**WANTED**—Am in the market for two cars medium Seed Durum, two cars pure Marquis Seed Wheat, Lang Strain preferred. Send samples and quote price. B. J. Wold, Independent Elevator Co., Lansford, No. Dak.

## HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

## CORN WANTED

**WANTED**—Good Yellow Ear Corn by the carload. Busenbark Grain Co., Crawfordsville, Ind.

## RICE FOR SALE

**CHOICE HEAD TABLE RICES** at \$4.50 per 100 lbs. to car lots. Have all rice grain products. J. P. Hoyt, Estherwood, La.

## Clark's Double Indexed Car Register

for car lot dealers

Is an index by digits designed to afford ready reference to the records of any car number. Facing pages 11x15½" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.50. Weight 1½ lbs.

Form 42 contains 72 pages, bound in art canvas covers with spaces for registering 21,600 cars. Price, \$3.25. Weight 2½ lbs.

## Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.

## Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9½x11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.55; weight 2 lbs.

## Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

## Duplicating Wagon Load Receiving Book

Hauler	Cross	Tare	Net

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.



## SEEDS FOR SALE—WANTED

### J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers  
ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER KANSAS CITY, MO.

### ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,  
Seeds Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

### Tobin-Quinn Seed Co.

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THRESHERS & CLEANERS  
HIGH GRADE MISSOURI BLUE GRASS

### L. TEWELES SEED CO.

Distributors of  
**BADGER BRAND SEED**  
Milwaukee, Wisc.

### SWEET CLOVER SEED

We are large handlers of this commodity and are always ready to quote on carloads or less.  
Also Bromus Inermis, Slender Wheat Grass, Red Clover, Alsike, and Timothy.



### North American Seed Co.

MILWAUKEE, WIS.  
**CLOVERS—TIMOTHY  
ALFALFA**  
Get our samples and prices before buying

## We Buy SEEDS

Red Clover, Alsike Clover  
Sweet Clover, Oats, Millet,  
Spring Rye, Timothy, Etc.

Mail us samples for bids  
Sample bags sent on request  
**NORTHROP, KING & CO.**  
Minneapolis, Minn.

## CORNELI

Seed Company  
Saint Louis, Missouri  
FIELD—GRASS—GARDEN SEEDS  
Weekly Price List on Request

WE SPECIALIZE IN

**ALFALFA BLUE GRASS  
SUDAN MILLET and CANE**  
WRITE FOR SAMPLES AND PRICES  
**RUDY-PATRICK SEED CO.**  
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MILWAUKEE, WISCONSIN  
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**Crabbs Reynolds Taylor Company**  
CRAWFORDSVILLE, INDIANA

Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

**LOUISVILLE SEED COMPANY, Inc.**

Louisville, Kentucky  
Buyers and Sellers of All  
Varieties of Field Seeds  
Headquarters for Redtop Orchard  
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**BUCKEYE BRAND  
FIELD SEEDS**

Strictly No. 1 Quality  
The J. M. McCullough's Sons Co  
CINCINNATI OHIO

## COURTEEN

Seed Company  
Weekly Price List on Request.  
Milwaukee, Wis.

## Clark's Car Load Grain Tables

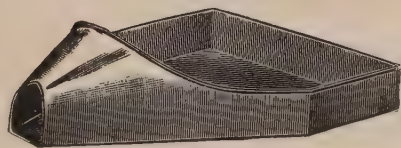
Eighth edition, revised and enlarged, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000 to 107,950 lbs.	to b	shels of 32 lbs.
20,000 " 74,950 " "	" "	" 34 "
20,000 " 96,950 " "	" "	" 48 "
20,000 " 118,950 " "	" "	" 56 "
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Pounds in red ink; bushels in black. L non ledger paper reinforced, bound in flexible karatol with marginal index. Price \$2.50, weight 6 ozs.

**GRAIN DEALERS JOURNAL**  
309 So. La Salle Street CHICAGO, ILL.

## SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.  
Grain Size,  $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00.  
Seed Size,  $1\frac{1}{2} \times 9 \times 11$ ", \$1.65.

Send All Orders to

**GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill**

## Scale Ticket Copying Book

This book contains 125 leaves of scale tickets, four to a leaf. Each leaf folds back on itself so as with the use of a sheet of carbon to make a complete and perfect copy of the original on the stub which remains in the book. The original tickets form the outer half of the page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weighers Signature. Size  $9\frac{1}{2} \times 11$  inches. Printed on good paper, 5 sheets of carbon. Order Form No. 73. Price \$1.55; weight 2 lbs.

**Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.**

Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the **GRAIN DEALERS JOURNAL**.



# Complete Equipment for Driving Machinery and Handling Materials

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Link-Belt Speed Reducers,  
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New York . . . . . 2676 Woolworth Bldg.  
Pittsburgh . . . . . 335 Fifth Ave.  
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# LINK-BELT



## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

### CHICAGO, DECEMBER 25, 1927

DO NOT neglect the occasional testing of scales. Proof of a recent test helps to collect a shortage claim.

RECEIPTS of corn at Kansas City since Nov. 1 nearly twice as heavy as at any other primary market are significant of the lighter crops tributary to other markets.

POLITICAL STATE Scale Inspectors who are interested only in their fees can not be relied upon, as one Illinois shipper found to his cost, when a retesting of his wagon scales proved them to be weighing heavy.

A RECENT development in one Ohio county blessed with few land owning farmers, but many tenant farmers, shows that the tenant farmers are so indifferent to results their crops are poor so they must ship in grain instead of out. Government aid will only aggravate such a condition.

DRAWERS of drafts now have an additional welcome precedent in the decision by the Supreme Court of Iowa published elsewhere giving a drawer preference against the general creditors of a failed bank, on the ground that one can not be compelled to become a depositor against his will. Until a few years ago all creditors who were drawers of drafts were lumped with the general creditors; but now there are a sufficient number of decisions segregating the proceeds of drafts when the drawer so orders it to make this method of collection dependable.

WHEAT FUTURES are in the doldrums, pending definite knowledge of the outcome of Southern hemisphere crops.

A MANLIFT is so great a convenience that if not installed when the elevator was erected it would pay to put one in even in an old house.

CUT-THROAT competition is unquestionably an evil, but to ask the government to regulate outputs as some oil producers, some farm relief agitators and some coal operators propose, would be a leap from the frying pan into the fire.

IF YOU have not enough backbone to stick to your posted prices better refrain from posting, for every time you raise your bid you convince one more customer that it is easy to persuade you to pay more than is justified by the prices prevailing in the central markets.

CHANGES IN ADDRESSES of grain buyers in the country make it necessary to be constantly correcting mailing lists in order to avoid waste of postage. A list that was correct seven years ago may be 50 per cent erroneous. One way to check addresses is to watch the news columns of the Journal.

NEW ENGLAND grain dealers have their hearts set on the organization of the strong New England Ass'n to include 99% of the grain dealers of the six states. The work of obtaining new members has brought splendid returns and the active workers in the new organization now have every assurance of financial support from over a thousand dealers. Car door competition has cut in on the trade of established dealers so much during recent years that retailers of the New England states are generally happy to give their earnest support to any move which will relieve them of this cutthroat competition.

COUNTRY buyers who boast that they are not overbidding the market, but persist in trying to attract new business by overgrading receipts are deceiving themselves and swindling their financial backers. An Ohio miller who has been trying to regain his grain business by such bad practices has embroiled the trade of his section in a bitter fight so everyone is losing money. Dealers twenty miles away have become involved in the contest and some have been paying more for grain than they are bid their track. The buyer who cannot purchase grain at a fair profit should get into some other line quick before he is bankrupt.

THE YEAR 1927 has brought disaster to so many grain dealers operating country elevators we feel certain that the approach of the new year will cause dealers generally to pause and dwell in retrospect of the difficulties of the past year and gaze into the crystal of the future with a full determination to conduct the grain business with a clearer understanding. The path that all must tread during the coming year can be made a pleasant one thru foresight and tact. Prognosticators generally reflect a year of rich promise for 1928. We sincerely hope that grain dealers generally will include in their annual inventory a thoro analysis of the practices, methods and systems in vogue during the present year. We sincerely hope that new policies may bring all surer and safer profits.

PRICE CONTROL of coffee by Brazil is facing a severe test this season on account of the large crop and accumulated stock.

NO SHIPPER should tolerate circuitous routing of drafts and Bs/L by bankers resulting in demurrage on the car at destination.

AGITATORS in Northern Illinois are busily relieving farmers of \$6 apiece in membership dues. Congress threatens to relieve each farmer of the amount of the equalization fee.

NEW CORN contains much moisture so cautious buyers are taking 80 lbs. for a bushel. Some samples of ear corn make you wonder if 80 lbs. would shell out 56 lbs. Some is light and chaffy while much contains 22 to 26 per cent moisture.

COUNTY AGENTS who engage in merchandising simply prove that they lack the initiative to develop these ideas in their legitimate field of crop improvement. Teaching the farmer how to produce bigger and better crops at less expense per acre will increase the purchasing power of the farmer more than buying poor products at discounts.

THE SHRINKAGE of new corn is causing Ohio dealers more worry than usual and at the recent local meetings reported elsewhere in this number an effort was made to call the attention of the trade to the fact that handlers of new corn were likely to encounter unexpected losses because they were not insisting on wide enough margins to really pay the cost of handling. Dealers who store hundred pound bags full of new ear corn in their offices for two or three weeks and weigh them daily both before and after shelling will be amazed at the shrinkage.

FROZEN CREDITS are giving Ohio dealers with expensive sidelines more worry than they are willing to put up with, so all sufferers are looking about for some dependable measure of relief. Those who have attempted to place their business on a cash basis have found that it requires an unusual amount of backbone and obstinacy in order to meet competition and still refuse credit. Cautious dealers are extending credit, but charging 6% interest from the date of sale on all amounts not paid by the 10th of the following month. It should not be necessary for the country grain dealer handling sidelines to lend his entire capital stock to imppecunious customers. Buyers who will not promise payment within thirty days should always be refused credit.

THE TRADE seems to be losing confidence in the reliability of the Federal Government's crop reports. The President of the Nebraska Farmers Elevator Ass'n was quite insistent that resolutions be adopted condemning the crop reports and requesting their discontinuance because "every time the Government issues a report the market goes down." The more special reports obtained direct from the corn belt by grain dealers having a knowledge of actual conditions the greater contempt is expressed for the last report of the Government on the 1927 corn crop. If the Government's crop report authorities cannot command the confidence and respect of farmers and grain dealers who know of the existing conditions, then they cannot long expect to be credited by the public at large with knowing anything about the corn crop.



WHEN a farmer asks for credit send him to the bank. The bank rate for money now is lower than it has been for years; and there is no good reason why a grain dealer should tie up all his working capital in slow accounts, by trying to do the business of the banker.

FEDERAL construction and operation of elevators for the convenience of the Mississippi River barge line might be but the entering wedge for the entrance of the government into the grain business. We already have a few instances of municipal and state operation or construction of elevators, but since the war we have been spared federal intrusion into the grain business. Legislation pending in Congress for this purpose should be watched.

THE BURDEN of expense of hiring lawyers to resist an unjust law always falls on the citizen, and the State of Minnesota tried to escape the payment of the costs in the suit decided against it when the Supreme Court of the United States in the Fairmont Creamery Co. case held the anti-discrimination law of Minnesota to be invalid. The court on Nov. 21 affirmed its earlier ruling that the state must pay the costs. Now if the state could pass this expense down to the legislators and agitators responsible for the unjust law what a blessing it would be.

POOL PROMOTERS of the Canadian Provinces are abandoning all claims to increased prices for wheat of pool members as the direct result of pooling, and well they may because the record shows conclusively that the grower who pools his wheat gets much less for it than the farmer who does not pool his wheat. The expense of maintaining and operating the pool with all its extravagant, wasteful practices is netting the wheat grower from 6c to 10c less a bushel for his pooled wheat than what his neighbor is able to obtain in the open market for his unpooled wheat. The difference is quite distracting to the pool member who is paying the bill. Of course the pool promoter will admit no extra cost, but the records of the prices obtained proves it.

THE RECEIVING garners of terminal elevators are receiving merited attention from railroad inspectors and Ass'ns of weighmasters and grain dealers. It should be an easy matter to construct garners so that they can be depended upon to be self-cleaning regardless of whether grain is damp or even wet. One practical suggestion by a correspondent in this number is that all pits feeding elevator boots should be covered with grating so as to keep out grain bags, buckets, horseshoes, whippetrees and other junk which cannot be sold in the open market at grain prices. It has also been suggested that glass doors be placed in the bottoms of garners so that a strong light can be thrown inside and help weighman to detect any grain lodged in the bottom of garner. Experienced elevator workers claim that the dust is so thick it would be impossible to see inside the garners even tho a strong light be provided. However, the trouble has been complained of by the Weighmasters' Ass'n and some remedy must be devised that can be depended upon absolutely to prevent the lodging of grain in garner bottoms.

## Wheat Pool Members Received 6 Cts. Less Than Reported

It is apparent that the Publicity Departments of the three provincial Pools of Canada have been working over-time in the preparation of fantastic statements concerning prices paid to their members. Special attention has been paid to attacks on the average of the open market prices, although this average was freely used by leading Pool officials before they discovered that the Pool system of selling could not stand up against such a comparison. But apart altogether from any question of averages, weighted or otherwise, surely the final test so far as the farmer is concerned, is what he actually received for his grain.

In Saskatchewan, for example, the Pool's initial payment on street wheat at a 20 cent rate point, basis No. 1 Northern, Country points, was 84 cents. The first and second interim payments were each 15 cents, and the final payment amounted to 7.14 cents. This makes a total payment to Pool members of \$1.2114 per bushel. The figures making up this total are a matter of public record. Yet it was claimed in Pool propaganda that the net price received by Pool members was \$1.2736, an over-statement of more than 6 cents per bushel.

## Duplication of Government Services Wasteful

In going outside of their restricted field of legitimate activity some of the government departments at Washington are treading on one another's heels. The recent reorganization of the Buros in the Department of Agriculture created a new and larger bureau of agricultural economics, which seems to consider its special province to be a study of what happens to the farmers' wheat and other grains after he has parted with the cereals and has no further interest in them.

Not finding enough at home to occupy their time, paid for by the taxpayers, the bureau of economics has gone abroad, and now issues regularly a mimeographed circular entitled "Foreign News on Wheat" the last issue making 17 pages.

At the same time the rival U. S. Department issues a weekly entitled, "Foodstuffs 'Round the World," embodying reports submitted to the Department by foreign representatives of the Departments of Commerce and State.

After the crop has been sold by the farmer and entered the channels of commerce it should be no concern of the U. S. Dept. of Agriculture, even remotely. There are practical reasons for this. One is that distribution is an activity entirely apart from production. An organization like the Dept. of Agriculture adapted to solving the problems of production could not have the broad facilities needed to handle problems of selling. The Dept. of Commerce having a broader field of selling, merchandising and distribution of all commodities to work upon could profitably maintain a larger personnel than Congress would permit in the Bureau of Agricultural Economics, with a full corps of representatives in all foreign countries. It would seem wise to transfer from the Dept. of Agriculture all the men

now employed on commercial problems to the Dept. of Commerce to the end that a more complete service could be afforded at less cost to the public.

## At Sheriff's Sale

A new hazard is threatening the country elevators and old timers are wondering what is the exact cause of the inordinate activity of the sheriffs in different parts of the country, who are selling good elevators at a fraction of what it would cost to replace them. This seems somewhat inexcusable because country elevators have heretofore commanded a very good price even when put up at auction. Putting grain elevators up at sheriff's sale seems to convince would-be buyers that the house can be bought for a song and some of them have recently been sold for less than that. It is too bad that any grain elevator operator of experience should be forced to permit his house to be sold at auction, but during the present year many country elevators have been sold at public auction. Among others which have been reported recently in our "Grain Trade News" columns are the following:

Eden, Ill.—C. E. Lamprecht bot the plant of Eden Farmers Co-op. Company at bankruptcy sale. He has opened the elevator.

Scarboro, Ill.—Elevator of Shearer & Helgen, bankrupts, sold at auction.

Springfield, Ill.—John Wm. Brinkerhoff bot the property of the bankrupt Peerless Mill & Elevator Co. at auction, paying \$20,000.

Uniondale, Ind.—Farmers Equity Co.'s elevator was sold at public auction.

Beverly, Nebr.—Beverly Equity Exchange Co.'s 10m bu. elevator was recently sold at sheriff's sale for \$2,600. This new modern elevator was built at a cost of \$10,000.

Nebraska City, Nebr.—Elevator of Bartling Grain Co. here and at Paul, Douglas and Wyomere were sold recently at public auction as part of bankruptcy proceedings against the company.

Pawnee City, Nebr.—An elevator sold at sheriff's sale for \$1,000. During the World War it was valued at more than ten times its sale price.

Spring Ranch, Nebr.—D. C. Hines bot elevator of Spring Ranch Farmers Grain & Supply Co. recently at auction.

Tilden, Nebr.—The elevator of the Farmers Union Exchange sold at auction 11-12-27.

Sherwood, O.—Sherwood Co-op. Co. tried to sell its elevator at auction but could get no bids and it now stands idle.

Roswell, S. Dak.—Farmers Grain Elevator taken over for a mortgage and the mortgagee is now operating it.

This is a condition confronting the operators of country elevators that must be met with some practical and permanent relief. No elevator owner looks forward to placing his property in the hands of a sheriff with any pleasure, but they do delight in nursing the idea that they are going to drive out all competition by overbidding the market. The sheriff's records prove conclusively that many of them fail in obtaining relief from cutthroat competition by overbidding and overgrading. It is the old, old story of the over-confident dealer wrecking his own business while trying to wreck that of a competitor. It should not be necessary to ask the offenders What are you going to do about it? Their own necessity should convince them of the need for quick action. Frequent local gatherings of grain dealers have always been instrumental in bringing about the establishment of friendly relations among competing dealers. Men who have a kindly regard for one another will not willfully overbid the market and deprive competitors for miles around of all profit. They are ashamed to indulge in such unbusinesslike practice.



### Arbitration Better Than Law.

Salesmen in many lines of trade are not of the high caliber employed in the grain business, and it is a common practice to inform the buyers that orders taken by salesmen are not binding until approved by the home office. One reason is that many sales in other lines are made subject to payment later, and the credit department at the home office may have data on the rating of the buyer making acceptance of his order injudicious.

Such considerations do not apply in the grain business, where business is done for cash, the buyer being expected to pay seller's draft on sight, even before the shipment has arrived; and the Feed Arbitration Com'te of the Grain Dealers National Ass'n quite correctly in a recent Michigan case frowned on the importation of this practice into the grain business, altho at law the decision probably would have been the reverse.

Herein lies one of the advantages of arbitration by men conversant with trade practices. In the grain business it goes without saying that when a commodity is fluctuating in the market price the buyer cannot be required to wait ten days after the sale was made to learn that the trade is rejected for the reason stated in the rejection that the price has advanced!

How would the seller feel if the buyer attached to the order a clause that buyer reserved the privilege of canceling if the market was down at the time the belated confirmation was received?

Such uncertainties can be avoided by closing the contract by wire.

### Businessmen's Commission Would Experiment.

An experiment in price stabilization is recommended by the Businessmen's Commission on Agriculture, such experiment to be conducted by a corporation controlled by businessmen's organizations, the farm organizations and the federal government Farm Board (if formed).

The middlemen engaged in the particular trade, such as wheat for example, chosen for the experiment, would die under the operation; but that gives the Commission no concern. The practice by some doctors of cutting up live canines in experiments gave rise to organization of anti-vivisection societies to protect the unfortunate canines from the scalpels of the cruel surgeons, but no one, as yet, seems to rise to defense of the unfortunate middlemen who are to be cut to pieces in the experiment of price stabilization.

Perhaps the Commission is not really in favor of price stabilization as a cure for farm ills; but advocates a test for the purpose of proving to the masses that the teachings of all the economists from Adam Smith down are still the fundamentals of social economy. All the students of social and political economy know that price fixing or stabilization would lead to greater dissatisfaction than ever with the powers that force it upon the public.

Unfortunately the findings by the Commission in favor of experimental price stabilization

are likely to have great influence upon the Congressmen. The Commission's findings were given in part in the Journal, page 675, and its report on stabilization is more fully given elsewhere in this number.

### Dealer Entitled to His Profit in Claim Against Railroad Company

G. I. Crail, doing business as the P. McCoy Fuel Co., Minneapolis, Minn., bot a carload of 88,700 lbs. of coal, out of which the railroad company lost 5,500 lbs. in transit.

Crail brot suit against the Illinois Central to recover at the rate of \$9.70 per ton. The same kind of coal delivered at the home of the consumer was admitted to be worth \$9.70 per ton, plus freight. No freight was paid on the coal which was lost. In carload lots delivered at Minneapolis the same kind of coal was worth \$5.75 per ton; and the Illinois Central, while admitting liability, claimed that was all that plaintiff was entitled to recover. The District Court at Minneapolis took the railroad view of the question but the U. S. Circuit Court of Appeals reversed this, and remanded the suit back, and Judge Cant reluctantly gave the plaintiff judgment for the full amount in a decision Sept. 23, 1927.

Judge Cant does not like the reversal and devotes a great amount of legal verbiage to presumptuously telling the higher court that it is wrong.

Anyone with half a grain of sense can see that if the railroad company had delivered the full amount of coal loaded into the car Mr. Crail would have that much more coal to sell at a profit. The action of the railroad company deprived him of it, caused him a loss; and the law is that the shipper is entitled to reimbursement for his loss. If Crail had gone into the local market and bought 5,500 lbs., he would have been required to pay for it at the rate of \$9.70. He could have bot that much coal, hauled it around the block and back to his dealer friend, and presented a claim that even Judge Cant would not have denied, for \$9.70. The clear sight of the Circuit Court, however makes this extra effort unnecessary. This principle of

buying in to establish loss is as old as the grain business. It would be gratifying if the higher courts all would follow the Circuit Court in holding it unnecessary.—21 Fed. Rep. 836.

This Crail case was started by a group of retail coal merchants of Minneapolis and St. Paul as a test case; and it is in the agreement that an appeal will be taken as far as the Supreme Court of the United States, if the expected decisions are against the railroads in the higher courts.

### Drawer of Draft a Preferred Creditor.

J. E. Hammond, of Dexter, Ia., gave a check on the State Bank of Dexter for \$828 to obtain the B/L for a car of feed held by the same bank for collection on Jan. 24. His deposit was more than sufficient to cover the check at that time and until the bank was closed by the state superintendent of banking on Feb. 28, 1924.

The Dexter bank marked the sight draft "paid" when the check was tendered and delivered the draft and B/L to Hammond, who obtained possession of the feed. Without marking the check "canceled" or charging it on the books to the account of the drawer the Dexter bank retained the check until the receiver took charge of the bank.

The receiver refused to allow preference to the claim of the Valley National Bank which had sent the draft for collection; and the Valley Bank brot suit. When the district court of Dallas county decided against it the Valley Bank took an appeal to the Supreme Court of Iowa, which on Oct. 25, 1927, reversed the decision, saying:

With these documents was a memorandum of instructions, which directed the Dexter bank to deliver said B/L only upon payment of said sight draft.

Acceptance of the sight draft for collection under said agreement constituted the Dexter bank an agent for that purpose. The principal in said agency was appellant, who sent the draft.

This transaction, so far as the three parties were concerned, was complete when, under said contract of agency, the B/L was delivered to Hammond and his check, drawn upon the agent bank, was accepted in payment of the amount due. Only the concern of two parties remained, that is to say, the necessity of the agent, as trustee, to transfer to appellant its property, the subject of the trust.

Duty and the law required that the order of the drawer be complied with. There was no discretion in the premises: for this mandate was absolute and unconditional. Admonition to receive nothing but cash, together with the acceptance of said check by the agent under the circumstances here involved, constituted and is an assignment of said cash to the principal.

Established doctrine that a check in the hands of a third person before acceptance by the drawee bank is not an assignment, the theory of failure of payment because there are no funds on deposit to require the drawee bank to honor the same, and the law of conditional payments do not here apply, because in the instant case the check was drawn upon, delivered to, and accepted by the drawee bank, in which there were sufficient, valid, and permanent funds to enable and demand immediate payment.

**Can Not Compel One to Be a Depositor Against His Will.**—Appellant did not agree or consent to be a general depositor, and cannot be compelled to be such against its will. Unless preference is here permitted, general depositors will be unjustly enriched by the appropriation of appellant's money, which was never placed upon general deposit in or loaned to the agent bank.

Property on which preference is claimed was, thru the transaction here involved, sufficiently traced into the hands of the receiver, for the reason that when the doors of the bank closed there was cash aggregating the amount claimed, which, in due time, passed to him, and it is presumed that the agent dissipated or used its own money and retained that which it held in trust for its principal.—215 N. W. Rep. 742.

A merry Christmas to you, a peaceful Christmas, a useful Christmas and a comforting Christmas. A Christmas to look back upon with pleasure, a Christmas of unruffled brow and smiling lips, a Christmas that will find you merry and will leave you glad.





"Never grant a favor ungraciously—a diplomatic refusal is both cheaper and better received."

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Future Trading Markets?

*Grain Dealers Journal:* In what cities in the United States are grain futures sold?—A. W. Kennedy, Harvey, Ill.

**Ans.:** Contract markets licensed by the U. S. Grain Futures Administration are situated in Chicago, Minneapolis, Duluth, Milwaukee, St. Louis, Kansas City, Los Angeles, San Francisco and Seattle.

The Baltimore Chamber of Commerce has a license, but is not doing trading in futures to any considerable extent, and the New York Produce Exchange has made application to surrender its license.

### Rate on Grain from Sutton, Neb., to Maquon, Ill.?

*Grain Dealers Journal:* Can you advise us the correct rate on grain from Sutton, Neb., to Maquon, Ill.? We received a shipment of wheat from there in September on which we were charged the rate of 33½¢ per 100. This rate doesn't appeal to us as being right.

Do you have a form for filing claim against railroad on account of shortage in weight of car of grain? We have just received a car of corn which was short considerably.—Geo. H. Walters, mgr., Maquon Farmers Elevtr. Co., Maquon, Ill.

**Ans.:** This movement probably was over the Burlington all the way, Sutton and Maquon both being on that line; and the rate clerk in the Chicago general office of the Burlington quotes a rate of 30 cents as in effect last September and at present. Perhaps the error was due to a clerk figuring the rate from Maquon to Sutton, which is 33½ cents, in the opposite direction.

Forms for making claims are supplied by the Journal.

Claim may be addressed to J. D. Shields, freight claim agent, C. B. & Q. R. R. Co., 547 W. Jackson Blvd., Chicago, Ill.

### What Constitutes Car Capacity?

*Grain Dealers Journal:* In August I sold some 80,000 lbs. capacity cars of corn on my track at 95 cents for No. 3. I have been notified by buyer that 84,000 lbs. constitutes an 80,000 lbs. capacity car. Railroads ask us to load cars to capacity, some companies take the capacity and if market isn't right some of them specify weight.

It looks to me that when bushels are not specified in contract, the contract should call for capacity car or whatever car contained according to railroad required weight.

I think contracts should call for bushels, as cars here will run from load limit of 88,000 to 98,000 on 80,000 capacity cars. I would like to have your answer on this question.—A. L. Burroughs, Rockford, Neb.

**Ans.:** Only in case of default is 84,000 lbs. the exact capacity of a car on a contract calling for an 80,000-lb. car, under rule 32 of the Grain Dealers National Ass'n. This is merely for the purpose of having a basis to figure the settlement when a shipper fails to ship a car on contract.

The rule provides that if an 80,000 lbs. capacity car of corn is specified seller shall have the privilege of loading 80,000 to 88,000 lbs. of shelled corn or 64,000 to 70,000 lbs. of ear corn.

The National Ass'n rule allows the extra 8,000 lbs. to take care of the 10 per cent overload permitted by the railroad companies.

The buyer has to accept whatever the shipper chooses to send him, or 80,000 to 88,000 lbs. for an eighty capacity car.

### Quick Loading of Boats at Canadian Head of the Lakes.

When a shipper buys a cargo of 200,000 bus. of wheat he is likely to have delivered to him warehouse receipts issued by most of the 27 elevators on the water front at Fort William and Port Arthur, Ont., and for many years it was necessary to have the boat call at each of the elevators to take on the entire cargo, resulting in slow movement in port while loading.

With the organization of the Lake Shippers Clearance Ass'n on July 21, 1909, all this was changed by the shifting of the warehouse receipts instead of shifting the boats. The Winnipeg Grain Exchange obtained the aid of the Lake Carriers Ass'n of the United States and the Dominion Marine Ass'n, and the grain shippers agreed to pay into the clearance ass'n the customary tariff that had been previously paid to the independent grain agents.

The allocation of boats to elevators is determined as follows:

Suppose five different firms have shipments pending of varied amounts of wheat all one northern grade. Style the firms respectively A, B, C, D, and E.

Assume that A intends to ship 80,000 bus. and has documents for 40,000 bus. in the Western Elevator, 20,000 bus. in the Empire Elevator, 10,000 bus. in the Consolidated Elevator, and 10,000 bus. in the Ogilvie Elevator.

B intends to ship 50,000 bus. and has documents for 10,000 bus. in the Western Elevator, 31,000 bus. in the Reliance Elevator and 9,000 bus. in the Consolidated Elevator.

C intends to ship 40,000 bus. and has documents for 10,000 bus. in the Western Elevator, 15,000 in the Empire Elevator, 1,000 bus. in the Reliance Elevator, 11,000 bus. in the Consolidated Elevator and 3,000 bus. in the Ogilvie Elevator.

D intends to ship 70,000 bus. and has documents for 10,000 bus. in the Western Elevator, 5,000 bus. in the Empire Elevator, 4,000 bus. in the Reliance Elevator, 10,000 bus. in the Consolidated Elevator and 41,000 bus. in the Ogilvie Elevator.

E intends to ship 60,000 bus. and has documents for 10,000 bus. in the Western Elevator, 10,000 bus. in the Empire Elevator, 4,000 bus. in the Reliance Elevator, 30,000 bus. in the Consolidated Elevator and 6,000 bus. in the Ogilvie Elevator.

Without a process of clearing, A's vessel would have to take cargo at four different elevators, B's vessel at three, C's vessel at five, D's vessel at five and E's vessel at five.

Assuming that these orders and accompanying documents were filed at comparatively the same time, the clearing house manager, after

a brief analysis of the stock at his disposal as follows:

	Western.	Empire.
(a) .....	40,000	20,000
(b) .....	10,000	.....
(c) .....	10,000	15,000
(d) .....	10,000	5,000
(e) .....	10,000	10,000
	80,000	50,000
	(a)	(b)

would send A's vessel to the Western Elevator, B's to the Empire Elevator, C's to the Reliance Elevator, D's to the Consolidated Elevator and E's to the Ogilvie Elevator, and in that way each vessel would get a load from one house only.

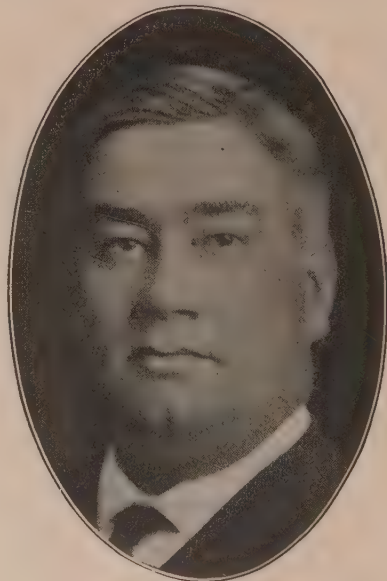
The plan has worked so well with the lake vessels that it has been applied since to the movement of grain by rail out of Fort William and Port Arthur, the carriers, shippers and the Board of Grain Commissioners having agreed to give full charge of the distribution of cars to the Ass'n. The result has been loading of cars to full capacity and a reduction of switching to a minimum.

The Ass'n has built up a reserve to make good any claims. An additional security is provided by the Ass'n having negotiated with Lloyds of London for insurance against the collapse of any elevator.

The Ass'n receives the shipping orders from the shipper, and where any bank is interested sees that its interests are fully protected, loads the grain out according to terms of loading order; makes out the rail or vessel bills of lading in split quantities as required; obtains the government weight and inspection certificates to correspond with bills of lading; makes out all custom papers, including export entries and consular invoices where required, and delivers all the documents covering the shipment complete to the shipper or the bank as the case may be. It adjusts and pays all the elevator and other charges against the shipment, and delivers to the shipper detailed manifest showing all charges against the shipment. It also maintains a private wire between its Winnipeg office and its office in Fort William, so that all transactions in connection with shipments, such as changing loading orders, destination, billing instructions, etc., can be carried out with the maximum dispatch.

The Ass'n now has 63 members, the directors being C. Tilt, H. T. Swart, A. K. Godfrey, S. T. Smith, C. C. Fields, L. H. Wolvin, F. J. Anderson and J. A. Speer, general manager.

Capel Tilt, who was the first vice pres. of the Ass'n, has been president for several years, and was recently re-elected for the ensuing year. Mr. Tilt was the chairman of the original com'te from which the present organization sprang. His wide acquaintance with the grain trade helped to bring about the necessary co-operation of all interests. A portrait of Mr. Tilt appears herewith.



Capel Tilt, Winnipeg, Man.

It is hard to fathom the logic of a grain dealer who suffers three seasons of poor crops with no profits, then overbids on the first good crop that comes along just to get volume and take business away from his competitors. Why do dealers of experience continue to waste their time and capital in fighting?

Grain trade organizations were formed primarily to help grain shippers and to encourage honesty. To that end there is no grain dealer but what has profited and owes allegiance therefor to his trade organizations. Join now, and stay "joined."—Walter M. Moore, Covington, Ind., pres. Indiana Grain Dealers Ass'n.

The "Set-Off" privilege is being challenged by the railroads now. That's the right to load or unload at one station and finish at another. One fellow can't defeat the railroad's purpose; it takes organization. You need membership in your local, state and national ass'n now, and they need you!—Walter M. Moore, Covington, Ind., pres. Indiana Grain Dealers Ass'n.



## Farmers Union Working in Illinois

Organizers for the Farmers Educational and Co-operative Union of America are putting on an active campaign for members in the Northern part of Illinois. By making extravagant claims they are meeting with success wherever the gullible farmers do not take the trouble to investigate.

Having been led to believe that the state of Iowa was completely organized by the Farmers Union three farmers from near Herscher, Ill., went as a com'ite to verify the statements of the agitators, but after traveling over 48 counties in Iowa could not find one elevator operated by the Farmers Union. Their return home punctured the balloon of the promoters in the vicinity of Herscher.

Many farmers swallow the statements of the organizers and make application for membership without thinking of the consequences. A reading of the contract or marketing agreement would show them the one-sided character of the transaction, the farmer simply agreeing to pay over to the Union the cost of handling, or a heavy penalty, with no guaranty whatever that the price realized for his grain will be any higher than he could obtain by selling outside the Union. Following is the marketing agreement:

The Producer hereby appoints the Union his sole agent and the Union agrees to act as such for the purpose of handling and marketing all of the Producer's merchantable grain, livestock, poultry and dairy products, except as herein-after exempted, in the manner and form herein set forth, for the period of ten years from the effective date of the Agreement and continuously thereafter unless cancelled by written notice given by either of the parties thereto, to the other, between the 15th day and the 31st day of December inclusive, of any year after the expiration of said ten years.

The Producer hereby agrees to deliver to the Union or to such local Livestock Shipping Ass'n, Produce Exchanges, Grain Elevators or other local agencies, as may be designated by the Union for marketing by it, all of the farm products except as hereinafter exempted, produced or acquired by or for him during the term of this agreement, that he produces or acquires for sale or marketing, in any event, for the price to be secured by the Union as hereinafter mentioned.

The Union hereby agrees to sell said farm products, together with similar products from other members at the best prices obtainable, in the Union's judgment, under market conditions and to pay over the amounts received thereby, as payments in full to the Producer, and other members according to the quantities and qualities of farm products delivered by the respective producers, after deducting therefrom, within the discretion of the Union, any advances made, cost of transportation, cost of packing and processing, selling costs, advertising, interest, retirement of certificates of indebtedness, bonds, depreciation and any other expenses incidental and necessary to successful operation.

If, at the end of any fiscal year, a surplus is available from the said deductions for selling costs, the Union shall return such surplus to the party of the second part in proportion to the volume of their respective deliveries after making appropriate reserves for reserve fund, educational fund, advertising or other commercial purposes, all in the discretion of the Union.

The farm products delivered by the Producer hereunder shall become the absolute property of the Union and shall be pooled and sold with similar products of the grade and quality marketed by the Union and the amount to be apportioned to the Producer shall be based in the proportioned volume of products delivered by him to the Union out of the total receipts of moneys from the sale, or other disposition of the products, and inventory value of unsold product according to quality and grade, less the deduction herein mentioned all as determined by the Union.

The Producer hereby agrees to pay to the Union for all grain and livestock sold, consigned or marketed by or for him, other than in accordance with the terms of this Agreement, 12½% of the selling price of such grain or livestock, and 20% of the selling price of all dairy and poultry products disposed of other than in accordance with the terms of this Agreement, as liquidated damages for the breach thereof, and all other expenses of litigation.

Dues: Each member shall pay annual dues of \$6.00, payable in advance on the first day of each current year or within thirty days thereafter; said dues shall be paid to such agents as the Executive Committee of the Board of Directors shall designate, or as provided for in the Marketing Agreement.

In addition to the above provisions each mem-

ber at the time of signing Marketing Agreement shall advance to the Union the sum of ten dollars in cash or execute the Union's regular form demand note, payable to the Union, note to bear interest at the rate of 6% from the effective date of the Producer's Marketing Agreement.

By this contract the farmer ties up his rights to sell his grain for 10 years, agrees to pay \$6 a year, and 2 per cent on everything he sells, and to give his note for \$10, all for nothing substantial in return.

As a strict business proposition a farmer would not go into this scheme. He only signs while under the influence of high pressure salesmanship exerted upon him by clever agents of the Union thoroly practiced in the art.

The whole proceeding is carefully planned by the master mind, beginning with a well-advertised public meeting, addressed by orators of ability, who prepare the community for the descent upon it of the go-getter salesmen. They come in pairs, like two conspirators playing poker with a third, the victim, who is carefully approached. In their conversation the troubles of the grain growers are sympathetically discussed, to lead up to the statement that under the present system of marketing the farmer is getting the worst of it.

After listening to their fascinating tale the farmer pays his \$6 and gives his note for \$10, after which the solicitors look for a second victim. At \$16 each per signer the solicitors do not have to procure many members per day to make a fat and easy living for themselves. That is the real extent of their interest in the farmer.

During October (1927) 60 mills with a daily capacity of 27,405 barrels were idle, out of 886 reporting concerns operating 1,058 mills. Of these 886 concerns, 864 were in operation in 1925 and produced approximately 91.8 per cent of the total wheat flour. Some 49,689,272 bushels of wheat were ground during this month, which was 60.8 per cent of total capacity operated, compared with 48,726,680 bushels a year ago in October, which was 63.3 per cent of total capacity operated of the 1,043 mills then reporting.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Jan. 12-13. Indiana Grain Dealers Ass'n, Board of Trade, Indianapolis, Ind.

Jan. 16-17. Farm Seed Ass'n of North America mid-winter meeting, Drake Hotel, Chicago, Ill.

Jan. 24-26. Iowa Farmers Grain Dealers Ass'n, Cedar Rapids, Ia.

Feb. 8-10. Farmers Grain Dealers Ass'n of Illinois, St. Nicholas Hotel, Springfield, Ill.

Feb. 9. Tri-State Country Grain Shippers Ass'n Tenth Annual Convention at New Nicollet Hotel, Minneapolis, Minn.

Feb. 21-22. Farmers Grain Dealers Ass'n of Ohio, Toledo, O.

Feb. 21-23. Farmers Grain Dealers Ass'n of Minnesota, West Hotel, Minneapolis, Minn.

Feb. 22-23. Eastern Federation of Feed Merchants mid-winter meeting, Arlington Hotel, Binghamton, N. Y.

Feb. 23-24. Farmers Grain Dealers Ass'n of Indiana, Logansport, Ind.

Feb. 28-29, Mar. 1. Farmers' Grain Dealers' Ass'n of North Dakota, Grand Pacific Hotel, Bismarck, No. Dak.

May 29-30. Pacific States Seedsmen's Ass'n annual convention, Portland, Ore.

May —. Kansas Grain Dealers Ass'n, Dodge City, Kan.

June —. Farmers Managers Ass'n of Nebraska, mid-summer meeting, Omaha, Nebr.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.

## New Bills Introduced in Congress.

Gilbert N. Haugen, of Iowa, chairman of the House com'ite on agriculture, announced Dec. 19 that on Jan. 10 his com'ite will begin hearings, to last 5 days, on farm relief legislation.

Mr. Haugen on Dec. 19 re-introduced the McNary-Haugen bill with some modifications, increasing the revolving fund from \$250,000,000 to \$400,000,000 and including all commodities. For establishment of terminal market facilities \$25,000,000 is appropriated. Both this and its companion bill, the McNary in the senate, retain the equalization tax called a "fee," which is unconstitutional.

Following are other bills recently introduced:

H. R. 5714, by Vinson, prohibits cotton price prediction.

H. R. 5701, by Tillman, relates to agricultural cooperation.

H. R. 7220, by McDuffie, also of Alabama, is a similar bill.

S. 1414, by Mayfield, regulates future trading on exchanges.

S. 1159, by Frazier, would amend the Grain Standards Act.

S. 1093, by Caraway, prevents sale of cotton and grain in future markets.

H. R. 5581, by Hudspeth, prevents gambling in cotton futures.

H. R. 5834, by Reed, prevents future trading in cotton and grain.

H. R. 6020, by Anthony, establishes a federal farm loan board for orderly marketing.

S. 772, by Brookhart, provides for government buying, storing and marketing of agricultural surpluses.

S. 1413, by Mayfield, prohibits prediction of cotton prices by the U. S. Dept. of Agriculture or Commerce.

H. R. 7217, by Allgood, prohibits statements by government employes on future prices of cotton, corn, wheat, etc.

H. R. 408, by Garber, authorizes intermediate credit banks to assist agricultural cooperative ass'ns in acquiring storage facilities.

H. R. 77, by Lankford, creates a Farmers' Finance Corporation, provides a system of loans on farm products, and for other purposes.

H. R. 79, by Lankford, authorizes the Sec'y of Agriculture to experiment in the sale of food and food products of the farm directly from producer to consumer, and for other purposes.

H. R. 301, by Sinclair, authorizes and directs the President of the United States to appoint a commission to investigate and report to Congress a general system for the cooperative marketing of all farm products.

H. R. 106, by Burtness, amends the United States Grain Standards Act by inserting a new section providing for licensing and establishing laboratories for making determinations of protein in wheat and oil in flax.

H. R. 302, by Sinclair, amends the grain standards act. H. R. 303, by the same author, divests grains of their interstate character in certain cases. H. R. 304, also by Sinclair, authorizes protein tests of wheat.

H. R. 65, by Crisp, establishes a Federal Farm Board in the Department of Agriculture to aid the industry of agriculture to organize effectively for the orderly marketing and for the control and disposition of the surplus of agricultural commodities.

H. R. 105, by Burtness, provides that flour made from wheat shall be deemed to be misbranded if the container thereof does not bear a plain and conspicuous statement showing whether the flour contained therein is made from hard spring wheat, hard winter wheat, soft wheat, or from two or more such wheats.

H. R. 344, by Swank, provides that the United States of America shall build warehouses in conjunction with the several states, and in cooperation with duly and organized farmers' cooperative ass'ns in said states, for the storage of farm products not perishable, for the insurance of said products while in storage, for government loans on warehouse receipts.

Chester H. Gray, Washington rep. of the American Farm Bureau Federation, on Dec. 12 advised President Coolidge that there was no prospect of the three major farm organizations reaching a compromise on farm relief legislation.

Prosperity and success are most frequently a consequence of the individual in his effort to serve the masses and it may be found in cheap wheat land of the west, just as surely as in the highly diversified and high priced country east of the Mississippi.



"No business is so humble but that it can be made a dignified profession, in the hands of a man of character."

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Pool Falling by the Wayside.

*Grain Dealers Journal:* The Indiana wheat pool seems to have greased its own skids and is fast preparing for a slide. Its officials are claiming only about one-half the amount of wheat handled this year as a year ago. On that crop they paid their members only \$1.07½ to \$1.09½ per bu. for No. 2 wheat and reported their sale price at \$1.21½. In the same period grain dealers paid the farmers \$1.26½ and sold their grain for more than \$1.30. Not only did the established grain dealers operate on a much smaller margin than the pool, but they individually sold their grain at a much higher average price than the pool could obtain in spite of its politics and wild claims.

In Indiana the Farm Bureau is sponsoring the pool. The organization is now in the midst of a campaign for new members, being unable to hold the old ones. It will have to give better reasons than the customary low prices on grain to interest them in any degree, considering the poor results obtained on last year's crop.

Farmers' movements right now are principally concerned with politics. The agitators are clamoring for farm relief and demand a man partial to direct government aid. It is questionable whether they will get one. Following the 1928 election we can look for the demise of the pool thru a lack of harmony in its own organization.—F. M. Algaard.

### Seeks More Light on Cause of Failures

*Grain Dealers Journal:* In view of the fact that two Illinois elevators were sold at public sale last week, I am wondering what is the cause of their failure because both of these companies seem to have been well managed by men of experience. The elevator at Scarboro, a house of 35,000 bus. storage capacity with a storage annex had built up what seemed to be a good business in grain, salt, tile and coal. I never did believe that salt and tile were profitable sidelines, but be that as it may this company has lost out. If any dealers know exactly why and the practices that resulted in their downfall are common to the rest of us, then I think we should be informed so that we can avoid the pitfalls which resulted in the sale of that elevator by the sheriff.

The other elevator was located at ..... A house of 65,000 bus. capacity, electrically equipped it had long enjoyed a prosperous business. In fact it is the only elevator at a station shipping in excess of 300,000 bushels annually. The company operating the ..... house handled flour, feed, tile and fencing, yet it failed and is now out of business. These two plants did not come in competition with one another, but it is possible that the same cause may have brought about both sales.

The Illinois Ass'n thru its local meetings has done much to establish friendly relations among the dealers of the various stations, but this does not seem to be all that is necessary in order to save our elevators from bankruptcy. If open markets are to be maintained at country stations for the convenience and accommodation of grain growers then it is all important that the elevators be operated at a profit which will enable their owners to continue in business.

I feel certain that every dealer in the state is shocked by the failure of other dealers and I doubt not that most of them would be deep-

ly interested in learning the exact cause of their failure so that they may so conduct their own business as to prevent a similar disaster. I hope for more light on the causes of elevator failures in the JOURNAL soon.—C. E. Ellison, Decatur, Ill.

### Possibilities in Grinding.

*Grain Dealers Journal:* The possibilities in feed grinding by country elevators in diversified farming country is well illustrated by the experience of Harry Cummins at Seward, Neb., as published in the *Journal* for Nov. 25, page 619. Of course he had an advantage in already having much of the required equipment, it only being necessary to clean it up and put it in shape for operation. But this would have been of no avail had he failed to understand the needs of his community and properly interpret and act upon them to the profit of his company.

Seward is not an exception. There are many communities very similar, needing the same feeds and offering the same possibilities to the man who can supply them. Farmers are not particularly thrilled by buying their needs from distant points and paying heavy freight if the home industries can supply them with the things they need. But they are not going to go around hunting the fellow to supply them. They have been trained to wait until they are approached.

Good feed formulas are no longer secrets jealously guarded by capitalized interests and worked for all the traffic will bear. Every state agricultural college can supply them and most generally have worked out just the proper rations for individual needs. If not, their experts are willing to give the prospective grinder and mixer every conceivable aid within their power. Why don't more of our elevators get into this profitable sideline while it is still young?—G. U. Sunny.

### Mechanical Farming.

*Grain Dealers Journal:* We continue to find various farm relief plans being offered by self-styled Saviors of the American Farmer. Practically every one of them is based on taking something from the treasury of our country or from the farmer himself and then returning it to him, reserving some fee for the pocket of the uplifter before the returning is done. Uncle Sam cannot grow richer by taking coins from one pocket and placing them in the other.

Industry has progressed in this country because industry has found ways to cut costs with mass production. Antiquated hand methods have been replaced with speedy, economical machines. The production of individual craftsmen has been highly increased with the aid of power, thereby raising his wages and cutting the costs of the production simultaneously.

The way to relief for the farmer lies along the same line. He must meet economical production with economical production if he is to have profits comparable with others. Machinery has done it in industry. Machinery will do it on the farm. Farmers are commencing to appreciate this and respond by increasing replacement of hand labor with mechanical means.

Picking corn by hand costs from 6 to 10 cents a bu. Picking with a machine costs from 2½ to 5 cents. The machine costs about \$425 and 50 to 60 acres to be harvested easily justifies its cost. Further it does the work in about half the time and eliminates the necessity of hunting or hiring labor at a time when it is scarce and commanding a high price.

Combine harvesters combine a grain binder, a crew of shockers, a stack of binder twine balls, a band of horses or several tractors, a threshing machine and a crew of threshers all in one machine. Using them will save 12 to 15 cents a bu. on oats, 25 cents a bu. on soy beans, \$1.70 a bu. on sweet clover seed and 12 to 20 cents a bu. on wheat. They cut costs on harvesting wheat to as low as 3 and 4 cents

a bu. even figuring depreciation. And the machine eliminates much of the waste that would result from repeated handling by the old methods.

Modern methods in farming is the answer to the farmers' problem. Mass production, the elimination of waste and the cutting of costs is bound to put him on a par with industries. It will do many times more for him than the wailing demands of political hoodlums seeking personal profit and glory, even should they be heeded.—Geo. J. Swift, Des Moines.

### Lake Freighters Tied Up by Storm.

The heavy storms early this month froze the passages at Sault Ste. Marie so as seriously to interfere with shipping operations. An ice blockade in the two channels around the Neebish Island prevented passage of the steamers Hamonic and James B. Eads, which blocked 24 grain laden vessels. Five tugs worked unsuccessfully in an attempt to free the James B. Eads, caught in ice extending to the bottom of the channel. The continuance of low temperatures gave rise to a fear that it would be necessary to seek the services of the giant ice crushing car ferry from Stignace in order to break a channel thru the frozen St. Mary's river.

Disaster lurked thru the storm. Vessels of all lines sought shelter. Several were wrecked, among them the Agawa downbound with grain from the Head of the Lakes. The Agawa ran aground on Advance Reef at Manitoulin Island. It was badly battered by the storm sweeping north Lake Huron and the Georgian Bay. Engine room bulk-heads gave way and both cargo holds and engine room were flooded, stopping the dynamos and compelling the crew to climb to the forward end to avoid the heavy waves which were raking the stern.

The Agawa had cleared on Dec. 5 from the head of the lakes with a cargo of 196,000 bus. of wheat, just before the rise in insurance rates. She had been carrying grain from Fort William for many years.

### Experimenting in Stabilization of Prices.

The Commission does not endorse the so-called Administration plan in its entirety but feels that certain elements in it might be used as a basis for a constructive experiment in the stabilization of agriculture prices with governmental aid.

There should be established, therefore, a Federal Farm Board consisting of a small number of men appointed by the President and paid by the government, to aid in the stabilization of prices and production in agriculture by advising farmers and farm organizations fully and promptly regarding the planning of production and the marketing of crops.

With the advice and assistance of the Federal Farm Board, effort should be made to establish stabilization corporations to engage in the buying and selling of farm products for the purpose of stabilizing prices. Such corporations should be established thru the co-operation of farm organizations, of private business organizations directly interested in the processing and merchandising of farm products, or other business organizations, and of the government acting thru the Federal Farm Board.

After they have established their power to handle the surpluses and accumulated sufficient experience to be able to judge with close accuracy as to the probable demand and probable production which a given price would bring forth, it might eventually be possible for these corporations to announce in advance of the planting of crops, a price at which they would stand ready, on a specified date after the production of the crops in question, to purchase any surplus which might then be offered.—From report of Businessmen's Commission on Agriculture.



## Hoppering Scale Garners.

Considerable interest on the part of terminal grain elevator superintendents and owners has centered around the discussions at the 10th annual meeting of the Terminal Grain Weigh-Masters National Ass'n held in Omaha last October, as reported on page 434 of the October 10 number of Grain Dealers Journal. The subject was well handled by C. A. King of the Western Weighing & Inspection Bureau, Chicago. His address before the discussion was based on his own field experience covering the condition of scale garners. In it he stated: "The sinks or pits, the elevator leg and scale hopper can be watched closely, but the garner with its many openings that could be stopped up with an elevator bucket or paper, is up there taking care of itself."

"In regard to differences of weights, some time ago we had garners which would hold up grain all the way from 300 to 3,000 pounds. They had to keep a man up there all the time to be sure to examine garner after every car so as to get the correct weight."

"In one place where I made investigation because of shortage the garner had four openings. Two of these had been stopped up and when they were cleaned out they had 15,000 lbs. of different kinds of grain."

In consideration of the seriousness of the problem and its effects on inbound weights at terminal elevators, this meeting passed the following resolution:

### Scale Garners.

WHEREAS, It has come to the attention of this meeting that in new grain elevators which are being constructed in various parts of the country, sufficient attention is not being given to the proper construction of the receiving garners with the result that grain becomes lodged in these garners and does not discharge into the scale hoppers, and

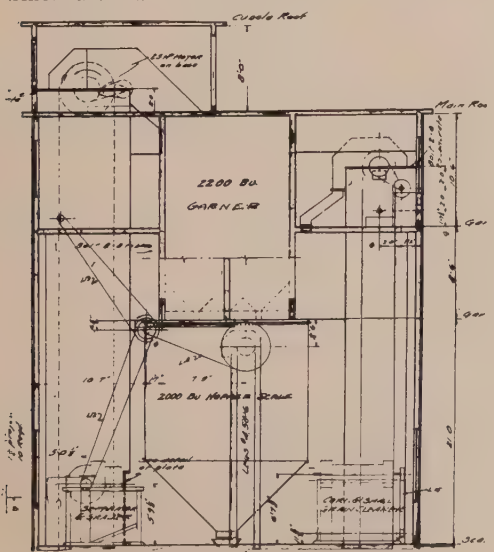
WHEREAS, I. C. C. docket 9009 provides certain requirements and specifications for garner construction, especially as to size of openings and pitch of hopper bottom, therefore be it

RESOLVED, That the attention of elevator builders, designers and owners be called to this important matter thru Mr. H. L. Goemann, chairman of the Transportation Com'te of the Grain Dealers National Ass'n.

In this connection *Grain Dealers Journal* conducted an investigation among experienced elevator operators and expert construction men, obtaining opinions in regard to construction and hopper pitch of scale garners. An imposing list of replies came from all parts of the country. Among them are the following:

### Polished Steel Plating.

Highspire, Pa.—Some time ago we had trouble with grain clogging in our garner over the scale, which we remedied by lining the hopper of the concrete bin with a polished steel plating, the pitch of the hopper being about 45 degrees. In this manner we were able to avoid the possibility of grain sticking or clogging in the hopper. Since then we have had no trouble whatever



Self-Cleaning Garner Bottoms.

of this nature.—W. K. Harlacher, Highspire Flour Mills, Inc.

### Give Valleys Plenty of Pitch.

Chicago, Ill.—Giving the valleys plenty of pitch seems to be the only way to make garners free themselves of grain. In building a bin for conditioning wheat in flour mills it has been found necessary to give the hoppers not less than 65 degrees pitch, and 70 degrees has been found better. Consequently I would recommend a minimum of 45 degrees with all valleys well rounded for dry grain.—R. F. Sopher, B. A. Eckhart Mill.

### Use Sufficient Pitch.

North Topeka, Kan.—Our superintendent suggests that the garners over scale hoppers be given sufficient pitch so that the grain will not clog.—J. C. Fulton, The Willis Norton Co.

### Use Finished Cement or Iron.

Davenport, Ia.—If the bottom of the garner is constructed with good pitch and cement thoroughly finished or iron put on the wood, there should be no trouble.

There are too many garners figured with the pitch in the bottom of the hopper, which are not sufficient to let the grain slide. In order to save on capacity which is a mistake.

If the pitch in the garner is 45 degrees and in a square bin, and the corners are filled in, any kind of grain will run out freely.—Joseph Loufek, Ralston Purina Co.

### Use Large Openings.

Troy, O.—R. E. Stewart, our elevator superintendent, suggests: First, that garner openings to scale should be sufficiently large that foreign obstacles can pass through.

Second, while garner openings are made in various ways, they should be so constructed, where there are a number of openings to the scale, with sharp edge on every dividing partition or beams.

Third, that the unloading pit should be covered with grating of about 1½ inch mesh wire to keep out foreign obstacles.—C. W. Stewart, The Allen & Wheeler Co.

### Agitator?

Decatur, Ill.—We have never had any trouble with garners here, but at this plant we handle nothing but shelled corn, no oats or wheat or lighter grains which probably has more or less tendency to clog or choke up.

We would suggest that the sides of garner be of the correct pitch, smooth, with no projections or rough places, and no off-sets. See that the opening in the bottom of the garner is of sufficient size to allow a free flow of the grain.

If choke ups developed, we believe we would put a shaft thru the side of the garner, say about 15 in. from the garner bottom opening where it flows into the scale. This we would have fairly heavy and we would bore holes thru it and put in them spikes from 6 to 8 in. long, the spikes to be made from steel rods of sufficient size and weight to stand turning in the grain. This shaft can be hooked up to any power available or a small motor and kept turning while the grain is flowing from the garner into the scales. This is the method we use on small packing scales where the product flows slowly and is liable to choke up.—Decatur Milling Co.

### Follow Recommendation.

Springfield, Mo.—We are aware of the fact that there are receiving garners located over hopper scales in some elevators built in the last few years which do not drain properly and it is entirely due to the fact that the hoppers in these garners are improperly designed and constructed. The valleys in all hoppers in garners over hopper scales should not be less than 40 degree pitch. The fact that there are elevators built with the hoppers so flat that they do not properly discharge is just one of a number of details which are not given the consideration they should, due to lack of practical knowledge and experience of requirements of a grain elevator or the disposition of the contractor to want to save a few dollars that would be required to build a house high enough so that these hoppers could be made as steep as they should be in order to self-clean entirely.

We have carefully read the recommendation of the weighmasters as published in the Journal December 10th and if these requirements are complied with operators will have no trouble with short weight cars and mixing of grain. L. D. Rosenbauer, Southwestern Engineering Co.

### Many Openings and Steep Hopperings.

Kansas City, Mo.—We have heard a good many complaints about garners that do not drain properly. We have had no unfortunate experiences ourselves in that regard and do not know what has been the cause of the complaints we have heard about. The elevators that we have designed, at least those large enough to have garners, have all been of concrete, and the garners have all been of concrete. See sectional view herewith. In order to get a quick delivery from the garner to the scale we make a large number of holes in the garner bottom, usually twelve. This keeps the amount of hopping in the garner bottom at a minimum. When we use a large number of openings, the valve is so built that when the op-

erator closes the valve usually four of the openings close later than the other eight. This makes it possible accurately to trim the drafts. The secret of making a garner clean is in making the hopping steep enough so that the grain will slide from it. Instead of using valleys in the hopping, we design so that the valleys may be easily rounded out and there is no place for grain to hang up.—O. H. Horner, Horner & Wyatt.

## Wheat Pool Sales.

Middleman's costs are by no means eliminated by the formation of producers' pools if we are to believe a report apparently given by the Canadian Cooperative Wheat Producers, Ltd., Winnipeg, the central sales agency for the three provincial pools, regarding the handling of the 1926-27 crop.

In the listing of expenses is \$12,696,978 for moving the pooled grain to seaboard; \$10,134,173 ocean carrying charges; \$2,897,380 storage; \$1,994,109 elevation at lake ports; \$1,858,037 bank charges; \$1,127,620 superintendence at unloading points; \$911,790 insurance; \$629,023 port terminal charges; \$312,926 administrative expense; \$43,149,921 for purchases of grain to complete shipments of specified grades, and others.

The pool sales organization claims to have handled 209,501,478 bus. of wheat of the 1926-27 crop in the three provinces, this figure including the purchases for completing shipments of specified grades and the carry over into the 1927-28 season. Quantities delivered by the provincial organizations were Manitoba, 16,208,625 bus.; Alberta, 44,282,139 bus.; Saskatchewan, 119,459,478 bus.

The percentages of the total quantity sold during the different months of the year were as follows: September, 1926, 5; October, 7.1; November, 9.8; January, 1927, 8.3; February, 6.5; March, 6.9; April, 7.5; May, 10.4; June, 6.8; July, 3.5; August, 8.2; September, 6.9; carry over, 3.5.

## Kansas State Price Forecast.

In its monthly forecast of market trends the extension service of the Kansas State Agricultural College says:

**Wheat Prices:** Some advance in cash wheat prices during the next 30 days is to be expected. Usual seasonal price tendencies due to the closing of the Great Lakes to navigation and the resultant slackening of Canadian wheat movement favors some price rise in December and January. However, this factor did not strengthen last December and January markets. Shortage of supplies of high quality milling wheat has been a sustaining factor all fall and is still in evidence in all important countries. An advance in December prices as compared with best November price has occurred in 15 to 35 years for top No. 2 hard wheat at Kansas City. This year the December price has already advanced one cent a bushel over best November price.

December price advances in the past have been followed by further January advances in 13 of 15 years. Seven of the 15 years in which there were December price advances showed an average advance of about 1½ cents a bushel and were followed by January advances averaging about 3 cents a bushel. Eight of the 15 years in which there were December price advances showed an average December advance of about 15 cents a bushel and a further January advance averaging 10 cents a bushel. December advances ranged from 9 to 32 cents a bushel and January advances ranged from 4 to 23 cents a bushel. Any mid-winter strength in the wheat market, therefore, should become evident in December if it is really going to materialize.

**Corn Prices:** Steady to advancing corn prices during the next 30 days have more than an even chance of materializing. February to March is the average low point for years following small crops, while December to January most frequently marks the seasonal low point in years following large crops. While this rule does not invariably hold, the relatively small United States visible supply this year, the small 1927 crop, and the possibility of the December government report showing a further reduction in the size of the crop all tend to postpone any seasonal decline to a later period when supplies have had more chance to accumulate at the terminal markets. At least a small price advance in cash corn between the middle of December and the middle of January has occurred in 14 of the 16 years following a small crop of corn.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Waynesville, O., Dec. 12.—Wheat going into winter in good shape, normal acreage.—Everett Early.

Springfield, Ill., Dec. 21.—The week opened mild; the latter part was cold and sunshiny. Rain at the beginning further delayed corn husking, but the ground is now frozen. There was no appreciable snowfall and the ground has remained bare. Wheat was browned by the cold in some areas. Floods are reported in Saline County and other parts of the southeast.—Clarence J. Root, meteorologist.

Estherwood, La., Dec. 12.—While the quality of rice this year is good, the crop is 1,500,000 bags of 190 lbs. short of the past two years. Rice bran and polish are now a chief stock food and rice is a great poultry food. Rice warehouses in Louisiana are as numerous as grain elevators in the North. Over 1,000,000 worth of rice has been exported from Louisiana in 60 days by water. Rice as a breakfast food has grown in consumption 100% in the past five years.—J. P. Hoyt.

Jefferson City, Mo., Dec. 24.—Missouri wheat went into winter quarter in good condition, both as to plant and moisture. Early sown wheat has made good growth, even too much in some sections, while that seeded in late October came along satisfactorily before hard freezing weather set in. Fall weather exceptionally favored seeding and growth, while soil conditions were fine. Good stands are found in nearly all fields. A few sections harvesting poor wheat crops this year used low quality seed and have uneven stands.—E. A. Logan of U. S. Bureau of Agricultural Economics, and Jewell Mayes of the State Board of Agriculture.

Estherwood, La., Dec. 12.—The soy bean crop of Louisiana amounted to 100,000 bus. for 1927 and it is expected the crop will be increased to 500,000 bus. in 1928. The stalks and beans when ground make one of the greatest southern stock foods. All fall oats planted are up to a good stand, growing fine, acreage small. The Louisiana corn crop is the best in several years, a surplus being marketed over the state, while some will be exported. It is hard, dry and of the best quality. Considerable lespedeza grass seed grown here for market, great stock food.—J. P. Hoyt.

Washington, D. C., Dec. 19.—The total 1927 production of cloverseed was 1,738,000 bus. raised on 1,200,000 acres, compared with 728,000 bus. raised on 530,500 acres a year ago. Production in the 10 leading states this year was as follows: Ohio, 322,000 bus.; Wisconsin, 262,000; Indiana, 252,000; Illinois, 206,000; Minnesota, 160,000; Michigan, 155,000; Iowa, 122,000; Idaho, 85,000; Missouri, 56,000; Oregon, 52,000; compared with 60,000; 156,000; 35,000; 85,000; 97,000; 64,000; 38,000; 61,000; 37,000 and 22,000 bus., respectively, a year ago.—Buro of Agricultural Economics, United States Department of Agriculture.

Oklahoma City, Okla., Dec. 12.—A careful summary of all card replies regarding the amount of wheat on hand, wheat acreage and growing condition is as follows: Estimated per cent 1927 wheat crop back in farmers' hands, 11%; estimated amount wheat now in elevators and mills in stock and in storage, 4,026,500 bus.; estimated wheat acreage sown this fall as compared with last year, 102%; present growing condition of wheat at this time compared with last year, 94.8%. The total wheat acreage sown last year was 4,615,000 acres, and the acreage harvested was 3,750,000 acres which produced a total wheat crop of 33,700,000 bus. From these figures it will be seen the abandonment was 865,000 acres or a little less than 20% of the amount sown, and the average production on the remaining acreage harvested this year figures less than 11¼ bus. per acre.—C. F. Prouty, sec'y, Oklahoma Grain Dealers Ass'n.

Dodge City, Kan., Dec. 10.—West of the 100th meridian in Kansas was seeded last fall to winter wheat approximately 4 million acres, which will tend to swell or lessen the total Kansas production some 50 million bus. Western Kansas becomes an increasingly important factor in Kansas wheat production. The Dodge City station of the weather bureau reports a

total precipitation of 12.94 ins. during the months of July, August and September. October and November followed with a total of only .38 ins. moisture, thus the surface became dry about seeding time and probably 20% of the seeding lies ungerminated. Probably 50% came up immediately following its early planting and the late warm fall gave it a luxurious growth. The remaining 30% germinated an uneven stand, a weakly plant, which has been the prey of insects and adverse weather conditions. The grasshopper damage was considerable and we understand that there is unusual Hessian fly infestation east of us. This week the weather man turned on us sub-zero temperatures and that there has been some weather damage is no conjecture. While we have not been over the northwestern part of Kansas, we understand that fields showing satisfactory germination are very much in minority. Tho we are still very hopeful of western Kansas scoring a good yield, we must remember that this territory is in a state of jeopardy and the 1928 Kansas crop will be materially affected by the final outcome of this area.—The C. C. Isely Lumber Co.

Topeka, Kan., Dec. 22.—Kansas appears to have established a new record in acreage of winter wheat planted. A recent survey indicates that 13,041,000 acres were seeded to wheat last fall. This is 5 per cent increase over the acreage seeded in the fall of 1926. Twice before has Kansas exceeded 12,000,000 acres seeded to wheat—in 1921 and in 1926. The average acreage seeded for the five years previous to last fall was 11,187,000 acres; the average of the last ten years has been 11,176,000 acres. The present crop was drilled very hastily and usually in a seed bed that was delayed in preparation and lacking in packed condition best suited to moisture conservation. Surface moisture was deficient in all of the western third of the state and considerable acreage in that section has never sprouted or has already sprouted and perished. Grasshoppers were very troublesome and destructive in many western counties just after seeding. A long Indian summer gave them an unusually prolonged season of growth and development before frost came to destroy them. Seeding time was generally delayed beyond what is considered "fly free" dates. But the very mild autumn season probably delayed "fly free" dates beyond normal. Also the abundance of volunteer wheat in all fields was very conducive to the perpetuation and multiplication of the summer brood of fly. Damage from the Hessian fly in many central counties became more apparent very late in the fall. The present outlook is for very heavy abandonment in many western Kansas counties with likelihood of very poor prospect in the spring on such acreage as pulls through the winter in that section. Elsewhere in the state no unusual abandonment is indicated and the rating at the beginning of winter justifies a hope that Kansas will have at least an average acreage for harvest next summer. Many things can happen between December and the open season for combines.—Kansas State Board of Agriculture.

### Corn Crop Alarming Short.

Chicago, Ill., Dec. 17.—The following corn report was compiled through our numerous branch offices and connections located in Illinois, Iowa, Indiana, Ohio, Missouri, Minnesota, Nebraska and South Dakota: Average yield per acre in states named totals 29.84; total corn crop indicated (000 omitted), 1,529,916, as against the Government's report of 1,602,914 and a crop harvested last year of 1,585,394.

By states the corn crop is estimated as follows (000 omitted): Ill., 229,509; Ia., 369,149; Ind., 108,941; O., 107,263; Mo., 171,808; Minn., 122,760; Nebr., 278,526; and So. Dak., 141,960.

Applying the above ratio to the Government's Nov. 1 estimate on states other than those enumerated herein, the estimated crop in such states is 1,143,000,000 bus., as compared to Government November estimate of 1,150,000,000. Estimated total crop 2,672,000,000, against 2,665,000,000 bushels, our estimate issued Nov. 1, and 2,753,000,000 estimated by the Government for the same period.

Corn harvest in the eight surplus states averages 71.6 per cent completed with excellent progress being made in Ia., Minn., Nebr. and So. Dak., while the weather in Ill., Ind., Ohio and Mo. is delaying the harvest. Crop in other states completely harvested.

### Oats Stocks Unusually Low.

Stocks of oats in country stations in Illinois, Iowa and Indiana are far below that of previous years. On Dec. 15 of the past three years stocks on hand totaled (000 omitted): 3,645 in '27, 6,912 in '26 and 9,927 in '25 in Illinois; in Indiana, 1,150, 2,825 and 2,880; while in Iowa, 2,799, 3,342 and 4,053, respectively.

Accepting these figures as correctly representing the situation in the oats growing states, we estimate stocks in country elevators as being 62.8 per cent of the stocks this time last year, and 43.8 per cent in 1925. Report shows heavy farm consumption of oats, with most farmers prepared to feed heavy volume of oats in territory where grown.—F. F. Thompson, James E. Bennett & Co.

### Crops of 1927 and 1926.

Washington, D. C., Dec. 19.—The December estimate of the U. S. Department of Agriculture on acreage and production are shown below:

		Per	
	Acreage	Acre.	Total bus.
Corn—1926 .....	99,713,000	27.0	2,692,217,000
1927 .....	98,914,000	28.2	2,786,288,000
Winter wheat—1926 .....	36,987,000	17.0	627,433,000
1927 .....	37,872,000	14.6	552,384,000
Spring wheat—1926 .....	19,350,000	10.5	*203,607,000
1927 .....	20,711,000	15.4	*319,307,000
All wheat—1926 .....	56,337,000	14.8	831,040,000
1927 .....	58,583,000	14.9	871,691,000
Oats—1926 .....	44,177,000	28.2	1,246,848,000
1927 .....	42,227,000	28.3	1,195,006,000
Barley—1926 .....	7,970,000	23.2	184,905,000
1927 .....	9,492,000	28.0	265,577,000
Rye—1926 .....	3,578,000	11.4	40,795,000
1927 .....	3,670,000	16.0	58,572,000
Buckwheat—1926 .....	694,000	18.3	12,676,000
1927 .....	832,000	19.4	16,182,000
Flaxseed—1926 .....	2,907,000	6.7	19,335,000
1927 .....	2,907,000	9.1	26,583,000
Grain sorg. bc—1926 .....	6,690,000	20.6	137,515,000
1927 .....	6,733,000	20.4	137,608,000
Clovers—1926 .....	530,500	1.37	728,000
1927 .....	1,208,000	1.44	1,738,000
Beans, dry, b.—1926 .....	1,649,000	10.5	17,396,000
1927 .....	1,605,000	10.5	16,872,000

\*Including durum (production 4 states 43,981,000 bu. 1926, 76,155,000 bu. 1927). (b) Principal producing states. (c) For all purposes.

### Final Canadian Crop Estimate.

Winnipeg, Man., Dec. 20.—The final estimate of the crop hereunder is based on the acreage figures issued by the Northwest Grain Dealers Ass'n on June 20 last. These figures are compiled from returns received from 80 per cent of country points in the three Prairie Provinces:

Manitoba: Wheat, 1,615,100 acres at 16.8 bus. per acre is 27,134,000 bus.; oats, 2,722,800 acres at 16.3 bus. per acre is 44,382,000 bus.; barley, 1,584,000 acres at 26.1 bus. per acre is 41,342,000 bus.; rye, 133,800 acres at 20.2 bus. per acre is 2,703,000 bus., and flax, 167,500 acres at 8.1 bus. per acre is 1,357,000 bus.

Saskatchewan: Wheat, 10,998,600 acres at 17 bus. per acre is 186,976,000 bus.; oats, 5,797,200 acres at 26.1 bus. per acre is 151,307,000 bus.; barley, 596,300 acres at 27.4 bus. per acre is 16,339,000 bus.; rye, 195,000 acres at 23.7 bus. per acre is 4,621,000 bus., and flax, 469,600 acres at 8.3 bus. per acre is 3,895,000 bus.

Alberta: Wheat, 7,275,400 acres at 27.4 bus. per acre is 199,346,000 bus.; oats, 2,509,000 acres at 45.5 bus. per acre is 114,159,000 bus.; barley, 431,600 acres at 34.2 bus. per acre is 14,761,000 bus.; rye, 164,500 acres at 25.8 bus. per acre is 4,244,000 bus., and flax, 32,600 acres at 11.1 bus. per acre is 362,000 bus.

Aggregate: Wheat, 19,889,100 acres at 20.8 bus. per acre is 413,456,000 bus.; oats, 11,029,000 acres at 28.1 bus. per acre is 309,848,000 bus.; barley, 2,611,900 acres at 27.7 bus. per acre is 72,442,000 bus.; rye, 493,300 acres at 23.4 bus. per acre is 11,568,000 bus.—J. G. Fraser, sec'y.

### Cane Seed Production in the Panhandle.

Cane seed production in the Texas Panhandle this year is only about one-third the production in 1926, according to a report from H. L. Kearns of the Kearns Grain & Seed Co., Inc., at Amarillo. He sends the following tabulation compiled from replies to a circular letter sent to various shippers in that territory.

	Last year.	This year.
Amarillo to Higgins, inclusive.....	45	5
Spearman Line .....	9	12
Plainview & Lubbock Territory.....	12	24
San Juan to Texola (Rock Island).....	57	10
Texhoma, Dalhart & DC to Clarendon .....	125	12
Canyon to Tulia.....	12	3
Canyon to Melrose & Texico-Lubbock Line .....	117	47

Total .....

Lubbock, Abertathy, Hale Center, Clarendon, Tulia, Kress, Friona, Sudan, Littlefield, McLean and Shamrock did not report.	377	113
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Mr. Kearns comments in regard to the report: "This does not mean that there was only 377 cars of cane seed shipped out of the Panhandle last year, and that there will only be 113 shipped this year, but it does show a ratio of cars shipped this year in proportion to the number a year ago.

"To the best of our belief this is about correct. We believe there will be about one-third as much shipped this year as a year ago."



## Trading in Wheat Futures Light on Chicago Board.

Wheat futures trading on the Chicago Board of Trade has fallen off to such an extent that during 11 days in the fore part of December the wheat sales exceeded the corn sales on one day only.

The sales for future delivery on that day were: Wheat, 39,641,000-corn, 28,406,000 bushels.

On the other 10 days the wheat and corn sales, respectively, were, in bushels: 11,149,000-25,107,000; 9,594,000-13,553,000; 12,784,000-18,267,000; 33,825,000-37,356,000; 20,299,000-35,579,000; 11,340,000-21,085,000; 11,582,000-23,352,000; 24,380,000-32,916,000; 19,200,000-25,489,000; 21,448,000-27,468,000.

## Corn Grading at Chicago.

Corn receipts at Chicago, tho generally low in percentage of damage, have been grading in the Nos. 5 and 6 range more than in any other thru the early part of the month.

Possibly weather conditions have been of considerable importance in this connection. It is noticeable that a decided change for generally higher grades occurred at the beginning of the third week. On Dec. 12 Chicago receipts showed 25 cars grading No. 3 or better, 45 grading 5 and 6 and 38 grading sample. On the 19th, just one week later, the receipts showed 60 cars grading 3 or better, 39 grading 5 and 6 and 23 grading sample. The following day 187 cars were received grading 3 or better, 110 grading 5 and 6 and only 46 grading sample. This was likely due to the cold weather.

This shows improvement over a year ago, when 74% of the receipts in December graded No. 5 or lower. During the early days of January this was dropped only 2%. This year receipts have been in much better condition and the turn for the better has come much earlier. The following table shows how they have been running since Dec. 12:

Grading of Daily Corn Arrivals.

Grade	1-2-3	4	5-6	Sample
Dec. 12	25	15	45	38
Dec. 13	96	46	101	59
Dec. 14	47	24	52	32
Dec. 15	36	7	53	39
Dec. 16	43	15	49	30
Dec. 17	20	23	43	18
Dec. 19	60	11	39	23
Dec. 20	187	70	110	46
Dec. 21	44	22	41	26
Dec. 22	72	23	94	75
Dec. 23	85	24	82	91

## Wheat and Rye Acreage for 1928.

Washington, Dec. 21.—Winter wheat sown for next year's harvest is estimated at 47,897,000 acres, an increase of 10.2% over the revised estimate of the area planted a year ago. The acreage planted this fall, while the largest since 1922, is well below the large acreage planted in 1918 just before the close of the war. Last year's planted acreage is now estimated at 43,465,000 acres, of which it is estimated that 12.9% was abandoned, and 37,872,000 acres harvested.

The greatest increase over last year's plantings occurred from Ohio west to Minnesota and Missouri, where wet weather in 1926 prevented the planting of the usual acreage. Part of the increase in some of these states and in the Northwest are the result of a shift from spring wheat to winter wheat. In the Southwest where drought interfered with planting this fall the acreage seeded is substantially below the acreage which farmers intended to plant.

The condition of winter wheat on Dec. 1 is reported as 86%, compared with 81.8 a year ago and 84 the ten-year average. The condition in the South Central States show lower than a year ago, due to dry weather in Texas and Oklahoma. The mild open weather that has prevailed over most of the Mississippi Valley and Eastern States contributed to generally ideal planting and growing conditions, with the result that most of the crop in that section is going into winter in high condition. A deficiency of moisture is reported, however, in southwestern Nebraska, western Kansas, northwestern Oklahoma and northwestern Texas. High winds have done some damage in western Kansas and Oklahoma. Excellent snow covering is reported in many of the northern winter wheat states.

Early seedings of winter wheat in Oregon have made luxuriant growth, the danger of jointing being averted only by freezing temperatures that occurred after Dec. 1. Soil moisture is excellent, but due to insufficient sunshine the crop is a little off color.

Rye acreage sown for next year's harvest is estimated at 3,802,000 acres, or 103.6 per cent of the revised estimate of acres in 1927, 3,670,000 acres.

The condition of rye on Dec. 1 is reported as 89.3%, compared with a condition of 86.3 a year ago and 87.7, the ten-year average. Conditions are better this year than average in all divisions except the South Central, where low conditions exist in Oklahoma and Texas. Lower conditions than prevailed a year ago are reported also in Nebraska, Kansas, Wyoming and New Mexico. In general, however, the mild open weather that has proved so beneficial to winter wheat has had a like effect on rye.

## Shippers Margin on New Corn Dangerously Narrow.

Kansas City, Mo., Dec. 17.—The movement of corn is increasing, with a very good demand prevailing, and while shipments are not nearly as large as receipts, and the increase this week in Kansas City stocks would be nearly a million bushels, yet we are very close to a working basis on corn for export, and any encouragement of this character will undoubtedly result in an advance in the market. Corn is generally being bought on a very small margin, and should anything happen to cause a loss in grade on occasional cars, very little profit would result for the country shipper, as a general proposition.—Shannon Grain Co.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

WHEAT													
	Dec. 10	Dec. 12	Dec. 13	Dec. 14	Dec. 15	Dec. 16	Dec. 17	Dec. 18	Dec. 19	Dec. 20	Dec. 21	Dec. 22	Dec. 23
Chicago	134½	133½	131½	130½	130½	130½	130½	131½	130½	130½	129½	128½	128½
Kansas City	128½	127½	124½	124½	123½	123½	124½	125½	124½	124½	123½	123½	123½
St. Louis (hard winter)	133½	131½	132	131½	130½	131	131½	132	131	130½	130½	129½	129½
Minneapolis	130½	129½	127½	127½	126½	126½	125	127½	126½	126½	125½	124½	*
Duluth (durum)	126½	125½	122½	122½	121½	122½	123½	124½	123½	123	122½	121½	*
Winnipeg	137½	136½	135½	135½	134	135½	135½	136	135½	136	135½	134½	*
Milwaukee	134½	133½	131½	130½	130	130½	130½	131½	130½	130½	129½	128½	....
CORN													
Chicago	96½	95½	92½	93½	92½	93	92½	93½	91½	91½	90½	88½	88
Kansas City	88½	87½	85½	86½	85½	86	85½	85½	84	83½	83½	81½	81
St. Louis	88	88½	89½	89½	89½	90	92½	93½	90½	90½	90½	88½	88½
Milwaukee	96½	95½	92½	93½	93	93½	93	93½	91½	91½	90½	88½	....
OATS													
Chicago	57½	57½	55½	56½	56½	56½	56½	56½	56½	56½	56	54½	54½
Minneapolis	53½	53½	52	52½	52½	52½	52½	53	52½	52½	52½	51½	*
Winnipeg	64½	64½	63	63½	63½	64	64½	64½	64½	64½	64½	63½	*
Milwaukee	57½	57½	55½	56½	56½	56½	56½	56½	56½	56½	55½	55	....
RYE													
Chicago	109	108½	107½	107½	107½	109	109½	109½	109½	109½	108½	108½	108
Minneapolis	103½	102½	101½	102	101½	102½	103½	103½	103½	103½	103½	102½	*
Duluth	105½	105½	104	104½	104½	105½	105½	105½	105½	105½	105½	104½	*
Winnipeg	107½	107½	106	106½	106½	107½	107½	108½	108½	108½	107½	107½	*
BARLEY													
Minneapolis	79½	79½	78½	78½	78	78½	78½	79½	79½	81½	81½	80½	*
Winnipeg	85	84½	83½	84½	84½	85½	85½	86½	86½	84½	86½	84½	*

\*Market closed.

## Man Making.

We are all blind until we see  
That in the human plan,  
Nothing is worth the making, if  
It does not make the man.

Why build these cities glorious  
If man unbuilded goes?  
In vain, we build the world unless  
The builder also grows.

—Edwin Markham.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Waynesville, O., Dec. 12.—No grain moving now. Corn will move slowly.—Everett Early.

Lake Fork, Ill., Dec. 21.—Farmers are inclined to hold corn for higher prices.—V. L. Marks, mgr., Lake Fork Farmers Co-op. Elvtr. Co.

Alpha, O., Dec. 15.—The first new corn came in today. We do our own trucking business. The corn will grade around 5.—Lewis E. Stewart, Alpha Seed & Grain Co.

San Francisco, Cal., Dec. 10.—Receipts during the month of November, compared with November, 1926, in bus., were: Wheat, 150,066-135,566; barley, 711,833-1,144,083; oats, 138,687-76,750; corn, 75,714-....—James J. Sullivan, chief inspector.

Turton, S. D., Dec. 9.—Large movement of grain during the fall was handled by four elevators without car shortage or fillups. Very severe weather now causing slow movement of grain. Heavy coal business.—H. O. Ewing, mgr., Farmers Elvtr. Co.

## Canadian Movement Resume.

Winnipeg, Man., Dec. 20.—These figures are compiled from returns received from 80 per cent of the country points in the three Prairie Provinces. The wheat situation as of Dec. 17 is as follows:

New wheat inspected to date, 208,965,000 bus.; in store at country points, 47,000,000 bus.; in transit not inspected, 9,000,000 bus.; allowance for seed, feed and country mills, 45,000,000 bus.; in farmers' hands yet to market, 103,491,000 bus., for a total of 413,456,000 bus., leaving 159,491,000 bus. wheat yet to be inspected.

Other inspections to date: New oats, 9,549,000 bus.; new barley, 16,915,000 bus.; new rye, 7,534,000 bus., and new flax, 1,964,000 bus.

In store at country points: Oats, 5,518,000 bus.; barley, 3,366,000 bus.; rye, 1,262,000 bus., and flax, 915,000 bus.

In farmers' hands yet to market: Oats, 28,823,000 bus.; barley, 14,467,000 bus.; rye, 1,985,000 bus.; flax, 1,728,000 bus.—J. G. Fraser, sec'y-treas., Northwest Grain Dealers' Ass'n.

A survey of the grinding business conducted at local elevators this year indicates a record return and volume. Are you getting yours?

## Vancouver Wheat Exports Retarded.

Vancouver is showing concern because wheat is not moving out through that port as fast as was anticipated. Sales have apparently been disappointing, however, particularly to the Orient. Now, the ability to make sales, at prices which will cover the costs on any particular route, and under the conditions as to quantities that can be delivered by that route within certain periods, must necessarily be the chief regulating factor in shipments by that route. The problem of the shipment of wheat by the Pacific coast is of particular importance to the Pool. The Alberta Pool started with the theory that more money could be made by shipment from the Pacific coast than by the eastbound route, and this Pool has secured big elevators at the Coast and directs westward all the grain for which accommodation can be found. If the net price realized on the grain so crowded forward by that route is less than would have been realized if shipped by some other route, then the Pool members in Saskatchewan and Manitoba must bear the greater part of this loss. Indications are that the Saskatchewan and Manitoba Pools suffered last year on this account, and the situation described in Vancouver dispatches should cause anxiety in those two pools as to the outcome during the present season.



# Ballard & Ballard Co.'s Million Bushel Fireproof Elevator at Louisville, Ky.

The new one-million bushel grain elevator of the Ballard & Ballard Company, at Louisville, Ky., has been completed and in operation several months. This firm now operates one of the largest soft wheat mills in the world. It was established in 1880 as a co-partnership by Charles T. Ballard and his brother S. Thurston Ballard. The original mill had a capacity of fifty barrels per day and has gradually increased its capacity until it now operates a three thousand barrel flour mill, and also a one hundred fifty ton feed mill at Louisville. This company maintains its own branches and warehouses in sixteen of the principal cities of the South and Southeast, for the sale and distribution of its products.

In order to be assured of a supply of virgin wheat it has been the practice of the company to store new wheat at outside points in addition to its storage bins at Louisville. This proved so expensive it was decided to erect the new one-million bushel reinforced concrete elevator at Louisville. Reinforced concrete construction was decided upon because of its permanence, fire-proofing qualities and low fire insurance rates. The contract for the design and erection of this plant was placed the latter part of January with the Stevens Engineering & Construction Co.

THE PLANT comprises twenty-four cylindrical tanks, 22 ft. 6 in. in diameter, with sixteen interstice bins, and the headhouse contains twenty-three square and rectangular bins. In order to conform to local conditions it was necessary to place the working house in the middle of the structure, with half of the storage tanks on either side. The outside dimensions of the house is approximately 230 ft. 0 in. long by 70 ft. 0 in. wide, and the tanks rise to a height of approximately 114 feet above the main foundation slab to the top of tank walls. The belt galleries, of which there are two, one on each side of the headhouse, extending over the 12 tanks on each side, are approximately 48 ft. 0 in. wide by 100 ft. 0 in. long and 12 ft 0 in. high above the tank roof. The working house, or headhouse, setting between the two nests of 2 tanks, is approximately 32 ft. 0 in. by 70 ft. 0 in., and rises to a height of approximately 165 ft. 0 in. above the headhouse slab.

IN THE HEADHOUSE are four legs three of these have a capacity of 6000 bushels per hour, and the main receiving leg has a capacity of 9000 bus. per hour. Two of the legs are used mainly for handling grain from the scales and scalpers, while the third leg is used as a mixing and turning leg. All legs are equipped with V type buckets. The main receiving leg is driven by a 75-h. p. motor and the other three legs by 60-h. p. motors. All of the elevator leg motors are of the Timken roller bearing type made by Allis-Chalmers, and are direct connected to Falk Enclosed Gear Speed Reducers equipped with automatic back stop.

Six thirty-inch conveyor belts in the base-

ment carry grain from storage bins to a 16 inch Screw conveyor, and four belts of the same size in gallery above distribute grain to storage tanks. Each of these belts is approximately on one hundred and ten foot centers. The receiving belts, with self-propelling trippers, are driven by separate motors and Falk Enclosed Gear Speed Reducers, while the shipping belts are driven by separate motors and silent chain drives. All leg and conveying belts are equipped with tension takeups.

All conveying equipment is individually motor driven, with either reducing units or silent chain drives. Twenty-two Allis-Chalmers motors are used in the installation with a total of 485 horse power. The individual motor drives are equipped with safety push buttons operating from a central control, in addition to the regular motor starters. The Service Elevator is equipped with an automatic safety stop device. All spouting is of 14 gauge galvanized iron.

Grain, after being elevated by the receiving leg, is spouted to anyone of the four garner directly above the 2500 bus. hopper scale. Each garner has a capacity of 2000 bus. After being weighed grain is discharged into anyone of the four lower 2000 bu. garner beneath the scale, from which it goes to either of the two Scalpers of 6000 bushels per hour capacity. Provision is made so grain from the scale can also be spouted around these scalpers direct to either of the distributor elevators.

All tanks and bins are self-cleaning, smoothly finished and hopped so that all of the grain runs out freely. The twenty-three small bins in the headhouse are used principally for the storage of corn and grain used in the feed plant. All bins and tanks in the new elevator are equipped with the Zeleny Thermometer Recording System, so that the temperature of the grain at various heights in any bin may be readily ascertained.

The plant is also equipped with a loading spout which can discharge into cars on the first track, or can also discharge into one of the two receiving pits.

The plant has excellent switching facilities, being served by three switch tracks with an unloading capacity of thirty cars every ten hours. Grain on being unloaded from cars flows directly from receiving pit into the boot of the receiving leg.

These car unloading pits have a capacity of approximately 1500 bushels each. One of two receiving tracks is used at the present time as a receiving track and the other as a shipping track. Later another track will be provided and at the peak of the unloading season both receiving tracks can be used, and the new track can be used for outgoing cars. The cars are handled in on the receiving track, and after they are unloaded they are shifted on to a transfer table, which is located in a reinforced concrete transfer table pit, 55 ft. 0 in. long by approximately 4 ft. 0 in. wide, and which is

built so as to accommodate all three of the above mentioned tracks.

After the cars are placed on the transfer table by means of a car puller, the transfer table and car is moved back and forth across the table pit by means of a small capstan car puller. The track shed is of structural steel, covered with galvanized metal and a car shed will soon be over the entire transfer table pit.

This reinforced concrete elevator is strictly fire-proof and enjoys an exceptionally low rate of insurance because of the removal of all fire hazards. The doors and windows bear the fire-underwriters label. Spouting and mechanical equipment of every kind is of metal, in fact there is nothing in the elevator constructed of wood or any other inflammable material. There is no wood in this plant, excepting the steps of the employees service elevator, as all machinery and connections are of metal and the building itself is entirely of reinforced concrete and steel. Henry Steiger is General Supt. of the entire plant.

This fine new plant is illustrated on the outside front cover of this number.

The great Burley Tobacco Growers' Ass'n, the tobacco pool which was organized by Mr. Sapiro and was his chief pride when he was promoting the Canadian Wheat Pool, has failed to secure a sufficient sign-up to warrant the continuance of its operations.

The Mexican bean beetle, which made its initial appearance in northern Alabama in 1920, has overrun the greater part of Maryland and Virginia for the first time and spread 105 miles eastward, reaching North Carolina. New York and Michigan were invaded for the first time this year, the former in the southwestern corner. In Pennsylvania virtually a third of the entire state suffered depredations. This will give the bureaucrats an excuse for squandering another ten million of Uncle Sam's cash.

## Ventilators for Ear Corn.

An efficient and inexpensive ventilator equally adaptable to the farmers cribs or the ear corn storage of a grain elevator has been used successfully by its inventor, N. S. Beale at Tama, Ia., for many years. He has found that during wet seasons the installation of ventilators in his cribs usually raises the quality of corn at least one grade.

These ventilators are made seven feet long to permit ease of handling in moving around the crib, particularly at shelling time. When placed end to end, parallel the long way of the crib with ends open, they permit a constant natural draft, which is a material aid in drawing moisture from the corn.

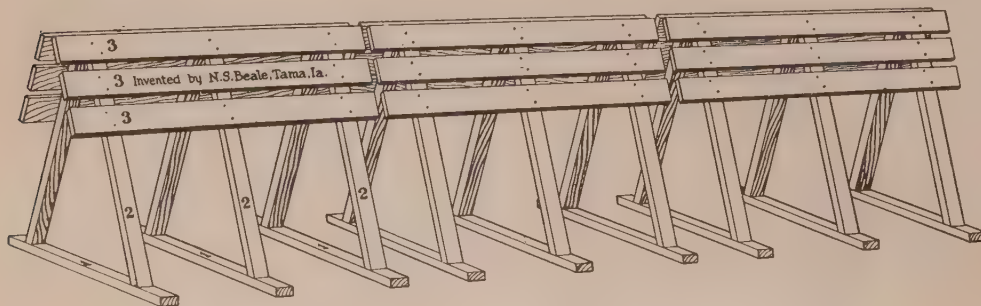
The illustration herewith is sufficiently explanatory of the construction. The material used is as follows: No. 1, 2x4, 44 inches long laid flat. No. 2, 2x4, 50 inches long set flat. No. 3, 1x6, 7 feet long. No. 4, 2x4, 10 inches long, inside cross brace placed 16 inches from the top of the ventilator. The space between the No. 3 pieces should be 1½ inches as should also be the space at the top. The No. 3 pieces should extend 7 inches beyond the frames on each end.

For the past three years Iowa and much of the Corn Belt has been suffering from excessive moisture in new corn. Many dealers have suffered serious losses by trying to handle when too damp. Others have equipped themselves with ventilators and driers and profited handsomely.

In the ordinary crib there is a natural draft from the sides of approximately two feet. Placing these ventilators in the middle of the crib gives ventilation thru the middle and lets the corn air out naturally.

The demand is constantly strong for natural dried corn. The dealer who can supply it often receives sizable premiums for his efforts.

The dealer who can ship dry corn at all times is in position to take advantage of market bulges and safely route corn to distant points without fear of heavy discounts.



Inexpensive Ventilators for Ear Corn Storage.



## Leaning Tanks at Clay Center, Kan.

Uneven soil conditions and uneven loading of concrete storage tanks were paramount factors in causing one side of the 115,000 bu. storage elevator of the Mid-Kansas Milling Co., at Clay Center, Kan., to settle faster than the other, thus throwing the house 17.5 inches out of plumb at the top. The reinforced concrete elevator was completed last summer. A heavy run of wheat immediately following practically filled it to capacity.

In loading the elevator about 10,000 bus. more wheat was placed in the track side tanks than on the opposite side. This combined with the lighter soil on that side and the heavy rains late in September, caused the track side to settle more rapidly.

The house was first noticed as being out of plumb about October 1st. The management grew fearful that damage might result if it were permitted to continue, whereupon he called the county engineers to find out what might be done. Calculations by the engineers showed elevations of the slab on October 11 as follows in feet: Northeast corner, 93.40; southeast corner, 93.11; southwest corner, 92.98; northwest corner, 93.20. This shows a difference in settling of approximately five inches.

The walls of concrete in the foundation extend about five feet into the soil. It would be necessary to drive piles 30 to 40 feet down to reach rock. Diggings on both sides of the elevator showed the soil to be lighter and more heavily rain soaked on the track side.

To level the elevator 2.5 inch holes were drilled 2 feet apart along the foundation on the shed side and these were filled with water. The contents of the elevator were reduced to 60,000 bus. of wheat and approximately all of it was loaded on the shed side to cause settling that would bring the structure back in line. As a consequence the 17.5 inches out of plumb at the top was reduced by nearly half. Taken before damage was done no misalignment of machinery to interfere with operation resulted.

No cracks have appeared in the concrete so far. It is planned to pour additional concrete under the supporting walls on the track side to prevent further settling and keep the building level.

The elevator is built on the property formerly occupied by the Snell Mill & Grain Co. The Mid-Kansas Milling Co., was organized by the Shellabarger Mill & Elevator Co. of Salina

last spring to take over the property and the new elevator was built immediately following.

The elevator has six large cylindrical tanks and eight interstice bins arranged as shown by drawing reproduced herewith giving a figured capacity of approximately 115,000 bus., including the scale hopper. It is fitted with a dust collecting system, a large separator, two legs and a Humphrey employees' elevator. All machinery is operated by individual Fairbanks-Morse and Allis-Chalmers electric motors, with wiring laid in metal conduits. A screw-conveyor delivers grain from the elevator to the 1,000-bbl. mill building where it may be elevated into the mill tempering bins.

Vibrations caused by the heavy freights and passengers operating constantly over the main line of the Union Pacific railroad beside the house are believed to have had some influence on the settling.

## Organization of Federated Agricultural Trades Progressing.

The organization com'te of the Federated Agricultural Trades met at the Palmer House, Chicago, Dec. 16, and decided to apply to the state of Illinois for a charter, that the ass'n would have 20 directors to meet every three months at Chicago, and that the dues would be made as low as \$12 a year, and upward.

The membership will include ass'ns, exchanges, boards of trade, corporations and individuals. Dealers in the following commodities already have become actively identified with the organization: Butter, eggs, poultry, grain, live stock, feed, sugar, fruits and vegetables.

The following executive com'te has been chosen: S. Edward Davis, Everett C. Brown, Fred G. Horner, L. B. Kilbourne, H. T. Jones, T. A. Borman, W. F. Jensen, all residents of Chicago. Altho it was desirable to have influential men active in the agricultural trades residing at other cities on the com'te the membership in this com'te was limited to Chicago residents solely because the frequent conferences would have imposed too great loss of time in traveling on members out of town.

Declining bread consumption helps eliminate more of that coveted demand, yet in face of it all over four million more acres were put into wheat this fall, according to private reports released Dec. 8.

## Efficient Operation of Local Elevators

By H. BRUCE PRICE AND HAROLD B. ROWE,  
Division of Agricultural Economics, Agricultural  
Experiment Station, University of  
Minnesota.

The conclusion drawn from an analysis of the business of the low-cost elevators considered in this report (Special Bulletin No. 114), is that an elevator obtains minimum costs per bushel more easily by keeping watch of all its expenditures and stopping any leak which creeps in than by being extraordinarily economical in the use of one factor, such as management and neglecting other items which may seem less important.

First, the management must decide what income is adequate and then adopt measures to realize it. Operating margins must be determined for each grain and then protected by consistent 100-per-cent hedging. This involves keeping a daily "long" and "short" account which managers ordinarily do not have, but which is not an unreasonable requirement. Overgrading and underdocking, so commonly practiced by grain buyers, should also be avoided. Otherwise, the margin decided upon disappears. Scales should be properly regulated lest more grain be paid for than is received. Up-to-date information as to prices of grain and various grades and qualities is now received by all elevators, but in various degrees of completeness. Undoubtedly more complete data, particularly regarding such factors as protein content of wheat, are needed to protect the buying margins of some elevators.

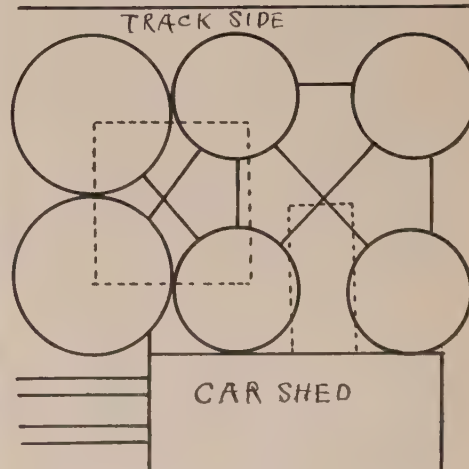
Other methods of insuring adequate income include cleaning, conditioning and mixing of grain; finding new outlets—local mills and cereal products factories—and developing side lines. Most elevators are now using these sources of incomes in varying degrees. However, the authors believe that in many cases the management does not fully realize its possibilities.

Finally, marketing charges that are earned by the elevator but that are generally not collected, particularly storage charges, represent an important possible source of income that has not been realized upon because of the difficulty of making collections. This is one of the mutual problems of local elevators, the solution of which they should agree upon. Moreover, such an agreement would not only make an important source of income available and frequently turn an operating loss into a profit, but would stop the present undesirable discrimination between patrons who store grain at the elevator and those who do not.

No market can be an important factor in fixing the value of grain unless it has a strong futures market.—Charles W. Lonsdale, Kansas City, Mo., before I. C. C. Examiners on Docket 17000.



Leaning Tanks of Mid-Kansas Milling Co.'s 115,000-bu. Concrete Elevator at Clay Center, Kan.



Ground Plan of Leaning Elevator at Clay Center, Kan.



## Handling Costs—Hedging Stored Grain.

From Address by W. J. Kuhrt, of Bureau of Agricultural Economics, before Farmers Elevator Ass'n of South Dakota at Huron.

**Capacity Too Large for Volume**—Our studies have brought out the fact that farmers' elevators in the spring wheat area commonly have plants and equipment adapted to handle 300,000 bus. or more while it appears that the average volume actually handled is probably about one-half that amount. Per-bushel costs at many elevators must therefore be high unless measures are taken to reduce them.

Two courses are open to an elevator which is operating at too high a per-bushel cost; either reduce annual expense or increase the volume handled. Some reduction in annual expense is no doubt possible, either by reducing the amount spent or by getting more value for the money expended, but on the whole, material reductions are not possible without reduction in the size of plants and equipment and in the salaries paid to managers, which no doubt would result in a lowering of the quality of management. Consequently I do not think the solution rests so much with reduction in operating expense, as with an increase in the volume handled.

**Side Lines**—The most hopeful possibility of increasing volume of business lies in the handling of more and a greater number of side-lines. In 1925-26, 38 farmers' elevators out of 41 increased their income by handling side-lines; only 3 elevators lost money in that season. The margin of profit is usually greater on the grain business handled and the added volume helps to utilize labor and equipment to a fuller extent than is done at present. I would not recommend taking on side lines which necessitates the use of large amounts of capital for long periods of time or which require large stocks of goods to be kept on hand or great changes in existing plant and equipment. But there are several sidelines, in addition to those commonly handled at the present time, such as feed grinding and mixing, seed cleaning, and the handling of oils and greases which should be given serious consideration by elevators which need to increase volume.

**Accurate reflection of premium values** by farmers' elevators is a very difficult matter and is hardly worth while unless protein premiums are high. The difficulty of course, lies in the determination of the protein content of wheat delivered at local stations in a manner and at a time which is adaptable to present methods of buying grain for cash. In this connection you may be interested to know that the Department is at present testing out a table, based upon established relationships between protein content and the two factors of test weight and percentage of dark, hard and vitreous kernels. This table, if it proves successful and accurate, will enable managers to estimate protein content with sufficient accuracy and speed to permit buying on a protein basis. In the meantime, however, the manager must rely upon chemical tests and other general estimates of quality.

During the 1925-26 seasons two of the farmers' elevators studied in the spring wheat area reflected premiums for protein by paying growers' card prices, with the understanding that if tests of their deliveries showed higher than station average protein content, further premium values for the extra quality would be paid. Composite samples of each grower's deliveries were then taken and sent away for protein testing. Current premium values were also obtained and thus managers at these two stations were able to reflect premiums somewhat more accurately and with much greater satisfaction on the part of their patrons.

The whole matter of more accurately reflecting such premium values to producers of high quality grain should be given the earnest attention of managers and directors. The fact that but two stations of a total of 61 studied made any special attempt to reflect premiums in a fair manner indicates that the majority of farmers' elevators in the spring wheat area are not giving the matter the consideration to which it is entitled.

**Hedging**—A few managers and directors believe they can forecast market price movements, so they jeopardize the financial stability of the ass'n by running "long" or "short" on the market. There are a few managers who at times are "long" or "short" unintentionally thru lack of proper grain records or errors in accounting of grain purchases or sales. The greater part of the danger in speculation, however, comes from the former class who believe they can enhance their profits by "following the market" at favorable periods of price movement.

In 1925-26 out of 85 cases studied closely, 27 were closely hedged, that is averaged under 1,000 bus. "long" or "short," while 58 cases could not be considered as closely hedged. Of the total of 85 cases, 65 were "long" on the market and 20 "short." About 40 per cent of this group gained by speculation while 60 per cent sustained losses. The net average result amounted to a loss of \$39 per elevator on all grains but individual losses sustained by some

stations were large enough to destroy their surpluses and otherwise to endanger the financial standing of their companies.

Much risk of loss from "spreads" between cash and future prices and between future prices at the "change over" periods, is incurred when stored grain is sold and hedged before being purchased from farmers.

The second condition is that very few farmers' elevators of the group studied closely, have been keeping closely hedged at all times during the season. Instead they were generally "long" on the market through failure to sell sufficient futures to cover cash grain purchases.

Some idea of the extent of losses from "spreads" was gained by close study of the hedging of a group of farmers' elevators in 1925-26. This study showed that of a total of 76 cases, 59 showed a loss while but 17 showed net "spread" gains. The average "spread" loss by grains was, wheat \$398, durum \$842, rye \$284, oats \$87, barley \$241 and flax \$144, or a total loss from all grains of \$1,996. The greater part of these losses were sustained in the hedging of stored grain shipped out and sold so that these losses were not actual net losses to these elevators, since they would be offset in part by any storage charges collected.

## Good District Meeting at Mendota.

Over 120 delegates attended the second meeting of grain dealers in the Mendota district, held in the Elks Club at Mendota, Ill., at 6:30 p. m., Wednesday, Dec. 14. The meeting was commenced with a Dutch treat dinner, priced at \$1 per head and everyone enjoyed it.

Following the dinner William H. McDonald, federal supervisor at Chicago, discussed the Federal Grain Standards and their application. A round-table discussion developed and he was called on to answer many questions with which he was familiar.

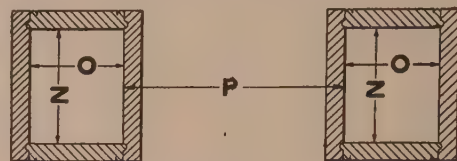
Some discussion of damage in corn developed but was not carried far. Dealers were much concerned with moisture content in corn and very much interested in learning how accurately to operate their moisture testing machines so as to eliminate variation. Mr. McDonald states that it is both surprising and gratifying to know that so many country shippers are so well equipped along this line and are honestly seeking to use it in an effort more accurately to buy grain on the right basis.

A good representation from the Chicago and St. Louis grain companies was present. Sec'y W. E. Culbertson was commended for his work in developing local meetings. He had another one scheduled for the following night at Joliet.

The attendance at Mendota included representation from 39 country elevators. The meeting was such a huge success that it was determined to hold regular monthly meetings on the second Wednesday of each month. John Barth was again elected chairman.

## Capacity, Speed and Dimensions of Elevator Legs

Minor changes are sometimes made in elevator legs, leaving most of the construction as it was before the alteration was undertaken, rather than to go to the expense of putting in an entire new leg. The result of this is that if the leg was correctly designed when first installed it will not work well after the alterations. On the other hand it happens sometimes that a minor alteration is just what is needed to make the leg discharge at full capacity perfectly.



Leg Diagram.

The two principal factors controlling the successful operation of an elevator leg are the diameter of the head pulley and the speed of the belt. The construction of the head and the style of bucket are important factors contributing to proper discharge or to maximum capacity.

The different factors affecting the design of a stand of elevators have been carefully worked out by the Nordyke & Marmon Co. in the table reproduced herewith, and will prove a valuable guide to the millwright in making alterations or installing a new leg.

The capacities given in the table are for continuous regular feed and are based on the percentage, given at the head of each column, of what the cups hold when completely filled. For ear corn, minimum elevator is that having 14x7½-inch cups, and for corn and cobs from the sheller, minimum elevator is that having 11x6-inch cups. Capacity on this class of work is 40 per cent of that given in this table.

In a diagram herewith are given the up and down legs of the stand of elevators; and for various sizes of elevator heads the dimensions N and O are as given in the table. The dimension P is as follows, for elevator head of 16 ins., 15¾; for 18 ins., 17¾; for 20 ins., 19¾; for 24 ins., 23¾; for 30 ins., 29½; for 36 ins., 35½; for 42 ins., 41½; for 48 ins., 47½; for 54 ins., 53½; for 60 ins., 59½; for 72 ins., 71½ ins. For over all dimensions of trunking add thickness of lumber to "O" and "N."

Face of Pulley, Inches	Width and Fly of Belt, Inches	Size of Cups, Inches	CAPACITY, BUSHELS PER HOUR								Inside Dimensions of Trunking	
			30-inch Head Pulley	36-inch Head Pulley	42-inch Head Pulley	48-inch Head Pulley	54-inch Head Pulley	60-inch Head Pulley	72-inch Head Pulley	See Diagram	¾-inch Lumber, Front and Back at "N," Inches	*Filler at "O," Inches
			Belt Speed 314 Feet Per Minute	Belt Speed 358 Feet Per Minute	Belt Speed 395 Feet Per Minute	Belt Speed 427 Feet Per Minute	Belt Speed 466 Feet Per Minute	Belt Speed 502 Feet Per Minute	Belt Speed 565 Feet Per Minute			
			Cups 14 Inches Apart	Cups 14 Inches Apart	Cups 14 Inches Apart	Cups 14 Inches Apart	Cups 14 Inches Apart	Cups 16 Inches Apart	Cups 16 Inches Apart			
10½	10	9x5½	817	931	1,015	1,087	1,168	1,244	1,324	11½	7½	
10½	10	9x6	928	1,057	1,155	1,235	1,328	1,414	1,501	11½	8	
10½	10	9x6½	1,079	1,230	1,340	1,435	1,541	1,649	1,758	11½	8½	
11½	11	10x5½	912	1,039	1,133	1,212	1,308	1,406	1,505	12½	7½	
11½	11	10x6	1,032	1,178	1,282	1,371	1,473	1,577	1,683	12½	8	
11½	11	10x6½	1,202	1,370	1,493	1,597	1,717	1,844	1,974	12½	8½	
12½	12	11x5½	1,011	1,152	1,257	1,345	1,444	1,544	1,649	13½	7½	
12½	12	11x6	1,137	1,296	1,412	1,502	1,604	1,709	1,817	13½	8	
12½	12	11x6½	1,321	1,505	1,642	1,757	1,887	2,024	2,167	13½	8½	
13½	13	12x5½	1,104	1,258	1,370	1,475	1,574	1,695	1,790	14½	7½	
13½	13	12x6	1,238	1,411	1,540	1,647	1,750	1,864	1,984	14½	8	
13½	13	12x6½	1,445	1,647	1,793	1,919	2,060	2,207	2,358	14½	8½	
14½	14	13x6	1,340	1,527	1,669	1,786	1,919	2,055	2,199	15½	8	
14½	14	13x6½	1,563	1,781	1,942	2,078	2,233	2,392	2,555	15½	8½	
14½	14	13x7½	2,176	2,480	2,704	2,894	3,109	3,368	3,633	15½	10	
17	16	14x6	1,644	1,797	1,923	2,067	2,206	2,347	2,491	17½	8	
17	16	14x6½	1,922	2,094	2,241	2,408	2,575	2,745	2,918	17½	8½	
17	16	14x7½	2,898	3,102	3,322	3,561	3,819	4,095	4,387	17½	10	
19	18	16x6	2,394	2,564	2,752	2,951	3,160	3,379	3,607	19½	8	
19	18	16x7	3,676	3,976	4,285	4,604	4,933	5,272	5,621	19½	8½	
21	20	18x6	2,885	3,100	3,322	3,561	3,819	4,095	4,387	21½	8	
23	22	20x6	4,225	4,544	4,873	5,212	5,561	5,920	6,289	21½	8½	
25	24	22x6	5,770	6,199	6,648	7,117	7,606	8,115	8,644	23½	8	
25	24	22x7	8,427	8,966	9,525	10,104	10,703	11,322	11,961	23½	8½	
27	26	24x6	10,703	11,322	11,961	12,620	13,309	14,028	14,767	25½	8	
27	26	24x7	15,544	16,322	17,120	17,948	18,806	19,694	20,612	25½	8½	
*Thickness of Filler Lumber			1½	1½	1½	1½	1½	1½	1½	1½		

Table for Computing Leg Operation.



## Another Concrete Failure.

By F. J. FAVORS.

All concrete grain elevators and storage tanks are not the desirable fireproof enduring structures they seem. All concrete walls should be formed of clean water, sand, crushed stone or gravel and a bountiful supply of reinforcing steel.

Many plants erected during the war on the cost plus plan contained too much of everything altho the quality of the materials was seldom up to common standards.

The use of alkali water, dirty sand, insufficient cement or the pouring of concrete when the temperature is above 95 degrees or below freezing has resulted in many failures and no doubt will result in many more.

The reason for most of the failures is that the elevator owner looked at the bid without enquiring the name of the bidder, his ability or experience in erecting concrete elevators. Having got the job because of his low bid, the contractor immediately lays his plans to keep his cost far enough below his bid to insure him a profit. This is easy because the owner knows nothing about the building of concrete elevators and in the interests of economy neglects to employ an experienced engineer to supervise the work. Other failures of concrete elevators have been traced direct to the carelessness or indifference of the men on the work and in utter disregard of the wishes and interests of the contractors. The only safe way to erect a satisfactory reinforced concrete elevator is to have the house designed and planned by an elevator engineer of standing in the business, let the contract to a responsible builder of experience and good reputation and employ a supervisor, who understands what is necessary to a satisfactory house.

Illustrated herewith is a half million bushel reinforced concrete elevator erected in the Southwest shortly after the war that has been a cause of perpetual trouble ever since it was put into service. The plant consists of a working house and eight cylindrical tanks with three interstice bins.

When the plant was erected the owners paid little or no attention to the work done and the contractor naturally took things into his own hands. Reinforcing is said to have been used sparingly and too much dirty sand was put in the mix.

An insecure foundation was laid. This showed up with the first heavy loads imposed upon it. Consequently the owners found it necessary to dig under the base slab, pour additional concrete and erect braces between it and the tank slab at intervals the full length of the tanks. Between these braces the conveyor belt operates.

The tanks are badly seamed and have required constant patching. In fact, the owners keep a man especially for this work and occasionally employ several extra men. When an extra strain is placed on the tank walls they crumble and break out in places, particularly near the top, and let wheat spill upon the ground.

Between the two west tanks and their adjoining interspace bin the walls have broken thru some 30 feet down from the top, leaving great gaping holes, one of which is more than 15 feet in diameter. The ends of the few reinforcing rods are bent back and show no evidence of having been tied in anyway. Nearer the top other cracks permit wheat to spill thru.

The interspace bin and the adjoining tank must be loaded with the same grade and kind of grain to avoid mixing.

The workman who is employed continuously in repairing the breaks says his job is made doubly difficult because there is nothing to which he can tie the patchwork. The result is that these patches break out again when great strain is put upon the wall, just like a cork blows out of a bottle when too much gas is generated in the interior.

Along the walls of the conveyor gallery just below the roof are other seams for which no excuse can be found.

While the owners are convinced beyond a doubt that poor workmanship was foisted upon them, the repair man who was present when the elevator was built is inclined to greater charity. He says work on the plant was rushed. That portion which was completed before winter set in stands in very good shape. The head house, tho completed after cold weather had set in received sufficient protection from fires in salamanders to insure cement setting properly. It was impossible to extend the same protection to the tanks while they were being raised, so they suffered alternate freezing and thawing while being built.

Mexican labor proved none too efficient in breaking up frozen lumps of sand, consequently the mixing was not thoro.

Some consideration is being given to rebuilding the plant, particularly the tanks, but so far no action has been taken, because they are still standing.

## Shippers Loading Weights.

By W. S. BRAUDT.

Next to the wagon scale weight thru which weight you pay for the grain you take in, there is no more important detail than the weighing out scale that records what you load into the car for movement to market. It's an old question, but the importance of it comes up every day in the year, sometimes as a check on what you have in the elevator, sometimes as a check weight against a lot of grain bought and immediately shipped out and again as verification of any shortages you may suffer from losses in transit.

These loading out weights are obtained over three types of scales: the hopper scale weighing from one thousand pounds to fifty thousand pounds per draft; the automatic self-recording scale where the weight in the weight box causes the grain box to dump when the grain in the box equals the weight in the weight box; and last but not least the old reliable wagon scale.

I value these types of scales highly, but the best work that they do can be offset by the operator not making positive record of the scale performance then and there, and keeping that record, properly marked with car number and date of loading, for future reference.

To insure yourselves against failure to show complete record at a later date, should trouble come up in shape of a shortage claim, it is suggested from the experience of examining hundreds of elevator records that all papers, beginning with the confirmation of purchase on a contract sale shipment, or with the loading weight record on a consignment, be kept together and securely attached to prevent getting lost or mixed up with other papers.

When you have the purchase confirmation, the scale record of loading, the copy of the bill of lading, and later as soon as received and recorded in the book, the account sales, outturn weight ticket, grade ticket, car condition report and such correspondence as you have had with the receiver, then you have all details of the shipment together and computing any loss suffered is a small job.

These loading records prove many things and the lack of such records make it difficult to recover even a part of any legitimate loss you may have sustained. Keeping the record does not take long after the habit is formed, and when you need the record particularly, you save enough on one or two cars to pay for all the time used by you to keep all the records of shipment you have.

There is nothing more illuminating or convincing than a complete record; and nothing handicaps shippers more than a record that is incomplete.

Reliable men know that attacks on competitors are a sign of weakness arising from a sense of inferiority. Such practice is declared unsound.—American Bakers' Ass'n.

Protein content as an important factor in wheat premiums, will eventually lead to important changes in elevator design particularly at terminals handling milling wheat. Old style large diameter tanks are seldom filled to capacity if operator strives to keep each test wheat by itself.

Large salaries and excessive allowances for traveling expenses has made the Farmers' Union virtually bankrupt and made a breakup of the organization imminent unless rigid economy is practiced, according to allegations made by John A. Simpson of Oklahoma City, Okla., before the annual meeting of the organization in Des Moines, Ia., last week.



In Order to Keep Grain in These Tanks They Must Be Patched and Repatched.



### New Elevator at Scottsbluff, Nebr.

Inadequate storage capacity led to the building of a modern cribbed, iron-clad elevator by the Mead Co. at Scottsbluff, Neb., this summer. Construction was begun on the 10th of July and completed on the 17th of September.

The house has capacity for 25,000 bus. in 11 bins. Seven of these are overhead, four over the driveway and three over the work-floor, and four large bins at the corners. Dimensions over all are 28½x29 ft. and 73 ft. high from the ground to the top of the cupola. A 6-in. well-casing leads from the distributor at the top of the elevator to the main bin in the mill building.

The one leg has capacity for elevating 1,500 bus. per hour. It is fitted with Salem V cups set 9 ins. on centers. A Winter head-drive fitted with a 7½ h.p., fully inclosed, self-ventilating, Fairbanks-Morse ball-bearing motor, gives quiet operation. A Richardson automatic scale with capacity for 6 bushels weighs outbound grain. A man-lift makes the cupola readily accessible.

A Winter truck-lift and a wood grate over the pit speeds the operation of dumping the farmers' grain.

A Western Gyration cleaner with capacity for 600 bus. per hour is operated by a 20-h.p. General Electric squirrel-cage type motor. This also operates a line-shaft belted to a Bowsher custom grinding machine that can handle 175 bus. per hour. The last length of spouting leading to this mill is fitted with 10 magnets for the purpose of collecting any metal that may be dumped with the grain.

The iron-clading of the roof and sides is connected and grounded at four points for lightning protection.

The new office building is of concrete with a tile roof. It has two rooms, a lavatory, and a fire-proof vault, and is fitted with plenty of equipment for the rapid handling of office detail with minimum effort.

The Mead Co. is an outgrowth of the Mead Milling Co., organized in 1921. Besides the elevator it operates a 50-bbl mill and has an extensive retail and wholesale oil business. The company is composed of J. H. Mead, Sr., E. I. Mead and J. H. Mead, Jr.

### Wheat Pool Promoters Abandoning Claims.

It is important to note that spokesmen for the Canadian Wheat Pool are no longer claiming that the Pool can raise the general level of wheat prices. In the report of the Central Selling Agency recently published in Pool journals, in speeches and radio talks, language is now being employed to prepare the minds of Pool members to accept the abandonment of the idea that the Pool can affect the relationship between quantity and price. It is less than two years ago that a very different doctrine was everywhere proclaimed. For example, at the International Wheat Pool Conference in February, 1926, Mr. H. W. Wood laid down the Pool doctrine by declaring that if the Pool system could be extended the price of wheat could be raised 50 per cent.

**Bloomsburg, Pa.**—There are 22 mills in our county, 16 that make flour. Half the number could easily care for the trade and give more satisfactory service.—White Milling Co.

**Handling grain** thru an elevator in Kansas costs between 4 and 6 cents per bushel depending upon the number of bushels handled, according to the Kansas State Agricultural College.

**Decreased volume** necessitates increased margins. This year many sections of the country will have this problem to contend with. If you have a short crop in your territory, shove up your margin to cover operating expenses, and keep it there!

**Farmers are coming** constantly to greater diversification. While this is a healthy sign from the farmer standpoint, the elevators must prepare to fit into the program if they are to hold their influence, they must broaden their field of service.—J. W. Shorthill, Sec'y Nebraska Farmers Grain Dealers Ass'n.

**Cherokee County** denies the claim of Hawkeye, Fayette County, that the last quarter section of virgin land in Iowa has just been placed under the plow. One whole half section in the former county, owned by heirs of an estate, has yet to see the plow, other tracts in the country are held intact for the preservation of native flora.—A. G. T.

### Grain Contracts.

BY L. E. X.

From the time that he contracts for the construction of an elevator building and its equipment until he disposes of his business by a contract of sale the grain dealer is continually making contracts.

Cautious dealers make contracts with the farmer for his crop, many make contracts to store grain, and all make contracts for the sale of grain. As a class grain men are better posted than other business men in the essentials of a legal contract, and what is necessary in the way of offer and acceptance and written confirmation.

The arbitration decisions by the trade ass'ns have done very much to educate the average dealer in the preparation of the articles of trade.

Farsighted dealers occasionally refresh their minds on the principles governing contracts, and the following excerpts from an up-to-date Corpus Juris containing 561 large pages on the subject of contracts, crystallizes the law.

**A Contract** is "An agreement which creates an obligation." It contemplates that (1) the parties are competent to contract, (2) covers the subject matter, (3) states a legal consideration, and (4) is mutual and declares mutuality of obligation.

The common view that a contract is the writing by which the agreement is evidenced is too narrow. There may be a contract without anything in writing.

Agreement as used in contracts means that two or more persons have the same mind and intention.

Without obligation there can be no contract.

An executory contract is one in which a party binds himself to do a particular thing in the future. Such as the contracts made in the grain business. An executory contract conveys a choice in action, and as such it can be transferred to a third party.

A contract which is not entirely in writing is regarded as an oral contract.

**A Contract** is governed by the law of the place at which it is made. Where the contract is made in one country to be performed in another, the mode of performance is governed by the law of the country where performance is to take place.

The capacity of the parties to contract is not considered in the grain business, not being involved in the rights and liabilities of married women, infants, persons of unsound mind, spendthrifts, etc.

A contract invalid where made is invalid everywhere.

Every agreement springs from an offer and the acceptance thereof; and the offer and acceptance are the points usually in controversy when a difference arises over a grain contract.

**The offer** must be certain in the nature and extent of its obligations. The acceptance is always required to be identical with the offer or there is no meeting of minds and no agreement. If the person to whom the offer is made sees the uncertainty and proposes a change which will make the agreement certain, this puts an end to the offer; and the agreement which he has suggested is the result of his new offer and the acceptance of the original proposer. If a court cannot decide just what an offer means, its acceptance cannot result in an enforceable agreement.

Parties contracting, as in the grain business, in terms of familiar significance in respect to that business need not, in order to impose mutual obligations by their respective engagements, explain or define in their contract terms which, to those not informed as the contracting parties are, may have no meaning or tangible effect.

A contract which is sufficiently definite when made cannot be rendered indefinite by subsequent acts of a party. (Fraker v. Hyde, 119 N. Y. S. 879.)

An offer to sell goods need not specify the price, for, if no price is stated, it will be pre-



The Mead Co.'s Elevator at Scottsbluff, Nebr., Advertising Sidelines Effectively.



sumed that the reasonable market price was intended. (See Sales 35 Cyc. 101.)

It is assumed that offers made in relation to a trade or business make all the customary incidents of such calling a part of the agreement and hence do not expressly refer to them. Although unexpressed, they are implied terms of the contract, and this is true of both oral and written contracts.

When an offer is made to a particular person it can be accepted by him alone and is not transferable until after it has become a contract.

As to exchanging confirmations, a person is bound by a document signed by him although he did not know its terms. When an action is but on a written agreement signed by defendant, it is immaterial that he has not read the agreement and does not know its contents, his signature being proved.

A party is not bound by a paper not purporting to be a contract, nor by a document not containing the disputed conditions, but they are printed on the back.

**The offerer** has a right to prescribe in his offer any conditions as to time, place, quantity, mode of acceptance or other matter which it may please him to insert in and make a part thereof, and the acceptance to conclude the agreement must in every respect meet and correspond with the offer, neither falling short of nor going beyond the terms proposed, but exactly meeting them at all points and closing with them just as they stand. (Eagle Mill Co. v. Haven, 76 Mo. A. 458.) (Walker Grain Co. v. Denison Mill, 178 S. W. 555.)

**Conditions as to Time of Acceptance.**—An acceptance after the specified time will be nugatory. An offer which calls for a reply "by return mail," "in course of post" or the like must be accepted by mailing an answer either by the next mail after it is received or during the same day that the offer is received.

When no time for acceptance is specified, a reasonable time is implied.

When the acceptance actually reaches the person who has made the offer it is immaterial by what mode it is sent. So an offer in writing may be accepted orally. If the offer prescribes acceptance in writing, verbal acceptance will be insufficient unless assented to by the offerer.

**An offerer** may revoke his offer before it is accepted.

Binding contracts may be effected thru the

medium of letters, telegram or telephonic communications. Subsequent letters opening new negotiations cannot affect it unless they result in a new contract.

Authorities are in conflict as to the liability of the parties in the case of a mistake in the transmission of an offer or acceptance by telegraph. In the earlier cases in the United States the party making an offer by telegraph is held responsible for the correct transmission of his message. A contrary rule has been followed in Canada and the trend now in the United States is the adoption of the English or Canadian rule.

**An offer by telegram** may reasonably be assumed to invite an answer by telegram. But where an offer is made by letter and the offerer does not do anything to indicate that acceptance may be made by telegraph, the offeree in case he replies by telegram makes the telegraph company his agent and the acceptance is not complete until the telegram is received by the offerer. (Lucas v. W. U. Tel. Co., 131 Iowa 669.)

An offer by telegram is notice that a prompt reply is required and an acceptance by letter would ordinarily not be in time.

**Defective Transmission of Acceptance.**—The contract is complete as soon as the letter containing the acceptance is mailed or the telegram is sent, and it makes no difference whatever that thru mistake of the postoffice authorities or the telegraph company or thru accident in transmission it is delayed or lost in transit and never received by the offerer. This is the rule except in Massachusetts, where it has been held that the acceptor takes the risk of his letter being lost or delayed. A letter properly stamped and addressed is considered as being mailed at the postoffice if dropped in a street letter box.

One signing a paper and leaving blanks in it is ordinarily presumed to give authority to the holder to fill in the blanks in accordance with the general character of the instrument.

**Consideration.**—Every contract requires some considerations to support it. Mutuality is absent when only one of the contracting parties is bound to conform, or when one party reserves the right to cancel at any time.

Where a contract recites the payment of one dollar as its consideration, it is valid, altho the sum named was not actually paid, since it creates an obligation to pay such sum which

may be enforced by the other party. A recital in a contract that each has paid to the other one dollar imports no consideration. The words "for value received" in a written contract are prima facie evidence of a sufficient consideration.

When an acceptance by telegram is in code terms, the party relying on it must establish its true meaning and show that it must have been so understood by recipient.

Washing wheat in a washer-scourer shows a positive loss on a 24-hour basis of \$18 per day, considering the good feed that is washed down the sewer.

**Agricultural methods and marketing systems** are to be studied by a boat-load of Canadian farmers being taken to Denmark for that purpose by the Canadian National Railways this coming January.

**One of the first "cash and carry" advocates,** Henry L. Patrick, 81, of Hopedale, Mass., died Nov. 15. He was also one of the first to adopt the employee profit sharing plan. He was a grain, seed, feed, flour dealer and grocer.

**Are you interested in an effort to make your ass'n more effective?** Your unstinted support and effort in solution of local trade problems discussed at regular monthly meetings is the surest road to more profitable dealings. Are you a "regular" attendant?

### Sales Manager of Canadian Pool Gives Interview.

D. L. Smith, sales manager of the Canadian Wheat Pool, who recently visited Liverpool with R. A. Macpherson, granted an interview to the press. An extract from the report follows:

Our grain will not be one penny cheaper. The 143,000 farmers whose grain we sell cannot dispose of their crops at any cheaper price, and we can't sell it any more cheaply. As a matter of fact, your bread is considerably cheaper than ours in Canada, although we have grain on the spot.

**No Direct Selling.**—Asked what was the purpose of opening a London office for the pool, Mr. Smith said it was at present intended to act as an intermediary between Winnipeg and the various European countries. "At the moment, direct selling to the miller is not contemplated. 'The broker is an essential evil, if I may call him so. Of course, if there was a change to direct selling it might affect the price, but that is some way off.'"

### Elevators on New Railroad.

Due west from Minneapolis in the fertile lake region is a large territory not any too well supplied with transportation facilities. Farmers in Kandiyohi County, Minnesota, now are enabled to cut down the length of their haul to market by reason of the extension of the Minnesota Western Railroad west from Lake Lillian. At several points elevators were built the past season by the Hickok Construction Co.

For the Farmers Co-operative Ass'n was erected the elevator shown in the engraving herewith at Prinsburg, Minn.

The elevator is of cribbed construction, covered with galvanized iron siding and roofing, and has a capacity of 25,000 bus. in 6 deep and 6 overhead bins. The foundation is a reinforced concrete slab with walls to carry the sills above the ground. Pits are built in a steel tank of large size.

The equipment comprises one elevator leg of 1,500 bus. per hour capacity, with Minneapolis V Buckets on a 4-ply rubber belt; rope drive; Strong Scott Manlift and Distributor Spouts; Fairbanks-Morse Engine and 10-ton Fairbanks Scale; Strong-Scott Pneumatic Dump and steel grates.

In addition to the elevator proper is a warehouse for handling flour and feed, and also a coal shed. An elevator identical in design was erected at Kester, Minn., on the new road by the Hickok Construction Co. for E. L. Johnson.



Farmers Cooperative Co's 25,000-bu. Cribbed, Iron Clad Elevator at Prinsburg, Minn.



## How to Increase Consumption of Corn.

Dr. Wm. R. Cathcart, of the Corn Products Refining Co., made some telling points when addressing the Farm Bureau Federation at Chicago this week in favor of revision of the Pure Food & Drug Act on labeling preserves containing sugar, a tariff on sago and tapioca flour now free in competition with corn. He said in part:

The consuming public has been educated to believe that special label mention is intended to call attention to an inferior, deleterious, harmful ingredient. For this reason, the manufacturers of products in which corn sugar could be used to advantage refuse to use it in place of, or together with, sucrose.

Proper recognition of corn sugar as an ingredient of food products without special label mention would not in the slightest degree weaken or emasculate the effectiveness of the Food and Drugs Act.

According to the official definition, "Sugar is the product chemically known as sucrose (saccharose), chiefly obtained from sugar cane, sugar beets, sorghum, maple and palm."

This definition is practical and sound, intended to prevent the sale of other sugars for what the public understands as "sugar." However, the effect of this definition is quite different when products in which sugar is used as an ingredient are defined—jellies, jams, preserve, canned fruit, canned vegetables, etc.—because the appearance of the word "sugar" in these definitions limits the sugar used to sucrose. If corn sugar, dextrose, is used, there must be special label mention of dextrose. No label mention of sucrose is required, nor is label mention required of the dextrose present derived from the transformation of sucrose into dextrose. This transformation occurs in the preparation of many of the most important products defined. Is it not at least strange that if the dextrose is derived from sucrose, no declaration is required, but if the dextrose is derived from corn, declaration must be made?

The food value and unexcelled physiological properties of corn sugar (dextrose, glucose) have been recognized by the leading authorities of the scientific world. The Journal of the American Medical Association, in discussing this subject editorially, states "Glucose is thus par excellence the physiologic sugar. With the use of glucose as a food preservative or dietary ingredient, the physician cannot find any fault."

The material, known to the trade and the general consumer as "pure corn sugar," in medical and chemical parlance is "dextrose," "glucose." These are synonymous terms. "Sucrose," "saccharose" are the corresponding terms for cane and beet sugars. They are both sugars in the scientific and practical sense.

Corn sugar, so called, because made from corn, offers an immediate and direct outlet for at least 20,000,000 bus. of corn annually in addition to what is now being consumed, just as soon as governmental authorities give official recognition and sanction to this sugar and place it upon the same basis as cane or beet sugar when used as an ingredient of many food products which are consumed in large quantities. Altho some have estimated this out-let much higher than 20,000,000 bus. I feel that this amount is at least conservative and will be realized, as it is not based upon false hopes.

It has been stated that this country is now consuming about 12,000,000,000 lbs. of sugar annually, of which 58.7% or more than 7,000,000,000 lbs. are imported from foreign countries, of course, quite apart from our insular possessions.

Corn is capable of yielding twenty pounds of pure highly refined corn sugar per bushel, or from 20,000,000 bus. a total of 440,000,000 lbs. of sugar, equal to only 6.3% of our foreign importations, and therefore, cannot touch our domestic and insular production of cane and beet sugar, now protected by the tariff which secures the existence of this industry. Double this amount, treble it, increase it tenfold, and still it would be far below our foreign importations.

The production of pure corn sugar has shown a rapid increase since commercial manufacturing processes have been perfected. At the present time a new factory is under construction in Kansas City at an estimated cost of \$1,000,000 for the purpose of manufacturing pure corn sugar. This production amounted to about 90,000,000 lbs. in 1926, and probably will reach 100,000,000 lbs. for 1927, representing only about 5,000,000 bus. of corn. This small amount is cited by some opposed to the freedom of use for corn sugar, as a reason why this sugar and the corn products industry is of little or no importance to the corn grower. Last year the corn crop, as reported by Sec'y Jardine in his recent report, was 2,647,000,000 bus. The corn products industry consumed 82,000,000 bus., only 3% of the crop, say those who are content to look at only that phase of the situation.

Official Board of Trade figures show that of all the corn produced only about 10% reached the primary markets and determines the price of corn, so-called "cash corn." On this basis,

the corn products industry consumed about 33% of the cash corn of 1926. The corn grower was surely benefited by this demand. Increase these 82,000,000 by 20,000,000 bus., and the industry's consumption of cash corn rises more than 27%, amounts to 42% of the corn reaching the primary markets. Would such an increase favorably affect the price of cash corn? Is the corn grower interested in these 20,000,000 bus.?

## African Produce Exchange.

Feeling that South Africa was not sufficiently provided with world information about produce, the African Produce Exchange has been created and will supply this want to its members as regular cable information is received from the Argentine, North America and all the European markets.

The sessions are held at Johannesburg daily at 10:15 a. m. and at 4 p. m. During the first week of operation of the Exchange the turnover was 90,000 bags. The membership costs are one pound, one shilling per month, and many of members believe such memberships will in due course be as valuable as those in Chicago and Buenos Aires.

It has been decided that the first 75 members shall be foundation members, and therefore not liable to any entrance fee, whereas subsequent applications for membership will only be considered subject to such entrance fee as will be decided by the foundation members.

The following members have been elected as the com'te of the African Produce Exchange until Dec. 31, 1928: Ivan Pedersen, E. D. Inglis, W. A. Doherty, G. Lewis, M. Smith, H. Uilmann, and a new com'te will be elected thereafter yearly at a general meeting convened for the purpose, on a fixed date in November of each year. The present com'te is empowered to draw up a suitable constitution and will control all matters pertaining to the Exchange.

The objects of the Exchange are:

To provide world news to the members of the grain, seeds, cotton and sugar.

Selling prices among members are understood less  $\frac{1}{4}$  per cent.

Members are required to register contracts as per clauses 7 and 8.

As soon as any contracts are closed out by purchase and sale member's account is made up and immediately settled.

Members to pay a subscription of 1 pound 1 shilling per mensem.

Minimum quantities transacted, 50 tons.

A margin of 5 shillings per ton is required to be deposited by sellers and buyers with the Exchange in respect of all transactions except transactions of South African maize for local delivery for the current and/or following month.

Registration fee payable by buyers—5 shillings per 50 tons.

The Exchange Room is open from 10:15 a. m. until 11 a. m. and from 4 p. m. to 4:30 p. m. on every weekday.

Members executing orders on behalf of non-members are entitled to charge the said non-members half per cent for sale or purchase, as the case may be.

All purchases of local African grain basis payment in Johannesburg.

The psychology of country grain dealers bidding the farmers on the basis of the lower grades might spread greater satisfaction among them. The farmers would then pride themselves on raising a better grade of grain, for which a premium would be accorded them.

Grain dealers can best help their farmer patrons in solving any relief deemed necessary by paying for grain on delivery, which a certain class of farmers are not used to; also by not extending too much credit.—Charles Riley, sec'y Indiana Grain Dealers Ass'n.

Commissioner Wm. E. Humphrey has been elected chairman of the Federal Trade Commission, following the custom of most commissions in choosing a chairman in rotation. Mr. Humphrey comes from the state of Washington, and succeeds Commissioner Hunt, of Iowa.

## Drying of "Combined" Grain.

The drying of grain which has been harvested by threshing when cut by a combined harvester and thresher was considered at the recent convention of the American Society of Agricultural Engineers at Chicago.

Experiments made in New York were reported on by F. laT. Budgett and R. F. Bucknam. Their conclusions are as follows:

None of the methods tried could be said to give satisfactory results, but they have pointed the way to possible future developments.

The long time taken to heat the grain in the first place is noticeable. Air is a very inefficient medium for this purpose, and it is possible that better results would be obtained by making two separate operations of heating and drying, applying live steam for a short period to heat the grain, then following with hot air for drying. Care would have to be taken to avoid overheating. A possible advantage would have to be taken to avoid overheating. A possible advantage would be that the surface of the grain would be softened, instead of being case hardened as with dry air, thus the drying when begun would remove the interior moisture more easily and efficiently.

The only true measure of completion of drying seems to be the moisture content, and we were handicapped here by not having the necessary instrument for obtaining samples from the interior.

It was found that the temperature in the interior of a mass of grain is no criterion of safe keeping, as grain of high moisture content commenced to mould and spoil with practically no heating. Under other conditions, of course, dangerous heating may and does ruin.

The subject is a very interesting one, and some kind of drying appears a necessity if the combine is to come into operation on smaller farms. The ideal drying equipment is still to seek, but it is felt that the year's work has meant a decided step forward.

H. W. Riley's conclusions are summed up as follows:

Cold air is of service only in lowering the temperature of grain, not in drying it. Just what relation temperature and moisture bear to the spoiling of grain is a matter that might well be better understood.

Warm air will dry grain. A temperature of 130° F. for the entering air is as effective as higher temperatures and probably would not affect the viability of the grain as seed.

Grain cannot be effectively dried in deep masses as there is too much deposition of moisture by the leaving air in the grain away from the point of air application.

For drying loose grain with forced circulation of heated air it should be in layers about 6" deep or be kept in agitation. Drying 5 or 6% of moisture out of  $\frac{1}{2}$  bushel of wheat per square foot per hour with about 65 cubic feet of air per square ft. per minute seems practical.

Grain will dry in sacks around which air can circulate. The process is hastened by forced circulation of heated air.

Field reports indicate that grain will dry satisfactorily thru screened flues or even thru drain-tile standing in the grain.

Where forced air draft is employed it should be moved by an exhaust fan rather than by pressure blowing.

Every time a grain man goes busted the entire trade is severely criticized for it. A sane margin of profit mixed with sound business judgment would save the trade much criticism, and it can well afford to be spared.

Competing farmers elevators would welcome a proposition for wider and saner margins. So would independent operators. Pre-war practices and costs are rare now, so boost up your margins to where they belong.

There has been a steady increase in the exports of New Zealand flax since 1921, when 11,177 tons were shipped abroad. Last year 20,798 tons were exported,—an increase of nearly 100 per cent in six years.



## Wheat Pooling a Failure

This Commission feels it necessary to caution against too rapid development of such regional and national organization of wheat and cotton cooperatives, since the advantages to be gained probably are not so great as is generally assumed and these advantages are in part offset by certain dangers.

In contrast to the marketing of many perishable commodities, the existing marketing machinery in the great staples, wheat and cotton, works very efficiently. All the great trading centers of the world are organized into exchanges which are in constant telegraph contact with each other, while futures contracts tend to make prices at the time of greatest scarcity only enough higher than harvest-time prices to cover carrying charges. Under these circumstances and in view of the non-perishable character of the two commodities, competition among the innumerable traders and speculators all over the world is likely to work so effectively as to eliminate any avoidable waste in the distribution process. In a previous chapter of this report it was indicated that the speculative activities on the exchanges, though subject to abuse, are yet in general in harmony with the interest of the farmer as well as the consumer since they tend to prevent violent fluctuations of the price.

It is not likely, therefore, that great national cooperative marketing associations could undertake the distribution of wheat and cotton more

cheaply than the present marketing machinery. The cooperatives would undoubtedly save numerous commissions of middlemen and other expenses connected with the present methods, but instead of this they would have to carry an extremely large bureaucratic machinery in their own administration which would hardly be more economical than the present system. In fact, the experience of the Canadian wheat pool, which at present handles about half the Canadian wheat crop, has shown that it cannot operate as cheaply as the most efficient grain merchants who survive its competition. Nevertheless, the fact that this pool has operated successfully and has developed so rapidly, is proof that cooperative associations on a national scale are possible also in wheat. But the advantages to be gained are small, while innumerable difficulties and dangers would be encountered so that slow and careful action seems advisable.

The wide-spread belief among farmers that a large wheat or cotton cooperative would enable them to hold their products for better prices at the end of the crop year is probably erroneous. Studies have shown that the well developed speculative machinery on the exchanges almost always prevents the average difference in prices between seasons from being much more than enough to cover carrying charges for interest, storage, shrinkage, insurance.—From Report of Businessmen's Commission on Agriculture.

## New Concrete Storage at Peoria.

The story of the Commercial Solvents Corporation at Peoria, Ill., has been one of constant expansion to meet the demands of its rapidly growing business. The unused distillery which formed the nucleus of the plant has almost entirely disappeared, giving place to a well arranged group of buildings of the best type of modern construction. In November two new units were completed, the first being an addition to the Corn storage and the second a Bran and Oil Meal storage building. The latter was occasioned by the introduction of a process to recover oil from the corn before it entered the process of manufacture resulting in the standard products of the plant, acetone, butynol and ethyl alcohol.

The Corn storage addition illustrated herewith consists of two concrete tanks 30' 8" inside diameter and 99' high with a total capacity of approximately 112,000 bu. As the bearing value of the soil was good, the foundation was designed as a slab with bearing walls. These tanks were hoppers to discharge at three points to a 16" screw conveyor connecting with a similar conveyor in the basement of the existing storage tanks. The tanks are filled by means of a 16" screw conveyor, extending into the existing cupola. A concrete cupola extends the full length of the structure and forms a bridge connecting the two storage buildings.

The Bran and Oil Meal storage is located near the mill building, at a distance of about three hundred feet from the corn storage. It is a concrete building 24' by 36' and 77' high from foundation slab to roof. The building is divided into a working story, six storage bins each approximately 12' square with a receiving floor above. In the working story are located six drawer feeders suspended from the steel draw off hoppers. The bin bottoms proper are of reinforced concrete, steeply pitched with a sidewalk finish. The bran and oil meal are blown from the mills and distributed to the several bins by secondary spouts. A steel bridge connects the mill with this building at the receiving floor level.

Both buildings are completely fireproof, no wood being used in either structure. Steel sash and fireproof doors are used throughout and ventilation is provided in the Bran and Oil Meal building by means of two 24" ventilators. The motors were supplied by the Westinghouse Electric Co. and the plate work by the Standard Steel Products Co. Steel sash and steel plate doors were used. Two rolling steel doors were installed on the working floor of the Bran storage building. All concrete materials and the roofing were purchased locally. The Folwell-Ahlskog Company designed and constructed the buildings, the work being completed in three months. Mr. W. Perry, Peoria, managed and Walter I. Nevius, Plant Engineer, represented the Commercial Solvents Corporation.

The wheat situation is getting heavier every day and it looks like the market has at last started on its downward course. The Canadian pool carried over 30 million bushels last year in order to sustain the price. They will have to carry over 75 million this year to sustain the price. May wheat will sell 10 cents lower and that wheat can be sold on all small rallies.—L. L. Winters.

The Federal Trade Commission has been restrained from using compulsion in obtaining evidence for its inquiry into the milling industry, the Court of Appeals of the District of Columbia upholding the temporary injunction issued by the District Court. The case now goes to the Supreme Court. The case is about 36 months old. A permanent injunction is sought. This will be invaluable protection to every industry, thanks to the millers.



Corn Storage Elevator of Commercial Solvents Corporation at Peoria, Ill.



# Twenty-Five Years of Achievement for the Grain Trade

After several years of agitation and discussion of grain trade abuses and bad practices thru the columns of the grain trade press, a meeting of all grain dealers was convened in the Saratoga Hotel at Chicago in November, 1896. The pressing problems presented at that meeting convinced those in attendance of the urgent need of a strong trade organization to protect and promote the business interests of the grain elevator operators of the country, so they organized the Grain Dealers National Ass'n and elected officers.

This was followed by the organization of local and state associations, and in 1898 a company of men deeply interested in better business conditions for grain elevator operators organized a company and started to publish the Grain Dealers Journal at Chicago. Persistent agitation against shortages in grain shipments brot permanent relief and the leaders instituted a campaign against extortionate fire insurance rates and unfair adjustments of losses. It did not take long for the elevator owners to learn that if they were to be protected against fire losses they must organize their own insurance company and specialize in the correction of fire hazards as well as the complete protection against fire losses. It was extremely difficult to interest anyone who understood the grain elevator owner's insurance problem in the work of organizing a mutual fire insurance company, but finally C. A. McCotter of the Millers National Insurance Co., was induced to give up a good position and undertake the work.

Continued advances in fire insurance rates on country elevators helped to stimulate the elevator owners' interest in the organization of a mutual fire insurance company to specialize in grain elevators of the better class of risks, so when a meeting was called to organize a grain dealers' mutual fire insurance company the response was immediate. Leaders in ass'n work met at Chicago Aug. 5, 1902, and on a motion made by J. W. McCord "That we organize a national mutual fire insurance company to insure elevators over the United States" there was then started a formal move to or-

ganize the Grain Dealers' National Mutual Fire Insurance Co.

Those present at the Chicago meeting were T. P. Baxter, Taylorville, Ill., chairman; A. H. Bewsher, Omaha, Neb.; W. H. Council, Williamsville, Ill.; H. S. Grimes, Portsmouth, O.; J. H. Hairgrove, Virden, Ill.; Geo. S. Hayes, Hastings, Neb.; H. N. Knight, Monticello, Ill.; J. W. McCord, Columbus, O.; C. A. McCotter, Ann Arbor, Mich.; A. E. Reynolds, Crawfordsville, Ind.; S. B. Sampson, Indianapolis, Ind.; Geo. A. Stibbens, Chicago, and Charles S. Clark, Chicago, acting as secretary.

Much work remained to be done before the organization could be completed as a going concern. Men with the interests of the grain trade at heart gave their time, money, and thought to the work and Mr. McCotter opened an office Sept. 22 at Indianapolis and sent the following announcement to the members of the trade:

## To Grain Elevator Owners

The recent radical advance in fire insurance rates has convinced the undersigned that there is now a requirement and demand for a mutual fire insurance company to write country elevator risks, conducted upon economic business principles, by experienced underwriting ability, and for the sole benefit of its policyholders. With risks selected and regularly inspected, and the property owner a beneficiary in its success, it is evident from all experience that the average quality will be higher and the expense ratio lower than in the companies now writing the business. If this position is right, and it has been proven right in several other lines of business, notably the flour mill interests, then the formation of a Grain Dealers Mutual is now imperative, and we believe will result in a less cost for insurance. With the close margins and economical methods required in the grain business, and the values each owner has at stake, none can afford the rates now charged and carry a sufficient protection.

Therefore, we have taken the preliminary steps to organize the Grain Dealers National Mutual Fire Insurance Company of Indianapolis, Ind. We give the movement our full endorsement, and agree to give it the necessary attention until it has been chartered and ready for control by its members. The quicker the necessary volume of business is secured for organization, and then the greater number of risks and territory covered, the more economical and substantial will be the company. So it is now for the elevator men to say by their patronage if there shall be such a company.

Theo. P. Baxter of Taylorville, Ill.  
H. N. Knight of Monticello, Ill.  
A. E. Reynolds of Crawfordsville, Ind.  
J. W. McCord of Columbus, Ohio.  
H. S. Grimes of Portsmouth, Ohio.  
Charles S. Clark of Chicago.  
W. H. Council of Williamsville, Ill.  
J. N. Hairgrove of Virden, Ill.  
H. M. Allen of Troy, Ohio.  
Studabaker, Sale & Co. of Bluffton, Ind.  
Morrison and Thompson of Kokomo, Ind.  
E. H. Wolcott of Wolcott, Ind.  
W. T. McCray of Kentland, Ind.  
John B. Ross & Co. of LaFayette, Ind.  
The Carroll Elevator Co. of Decatur, Ind.  
Goodrich Bros. Hay & Grn. Co. of Winchester, Ind.  
E. A. Grubbs Grain Co. of Greenville, Ohio.  
E. R. Ulrich & Sons of Springfield, Ill.  
E. S. Greenleaf of Jacksonville, Ill.  
McFadden & Co. of Havana, Ill.  
Turner-Hudnut Co. of Pekin, Ill.  
H. J. McDonald of Frankfort Station, Ill.

The work of soliciting applications for insurance was begun, the signers to the letter having advanced funds to finance the work.

In October Mr. McCotter addressed the Grain Dealers National Ass'n at its annual meeting and that body endorsed the cause of mutual fire insurance. The new company was so well received by the trade that it was ready to issue policies as a Christmas surprise to its supporters.

The company started with 177 charter members who had made application for policies, insuring 253 elevators for \$691,060. The maximum risk was \$5,000, average risk, \$2,731, and average basis rate 3.10 per cent. Such was the status of the company after the adjournment of the first meeting of the policyholders held at Indianapolis, Ind., Dec. 23, 1902, twenty-five years ago.

The first officers and directors chosen were H. N. Knight, pres.; J. W. McCord, vice-pres.; W. F. C. Golt, banker of Indianapolis, treas.; C. A. McCotter, sec'y; A. E. Reynolds, chairman executive com'te; T. P. Baxter, Charles S. Clark, H. S. Grimes, J. W. Sale, Bluffton, Ind., and Thos. A. Morrison, Kokomo, Ind.

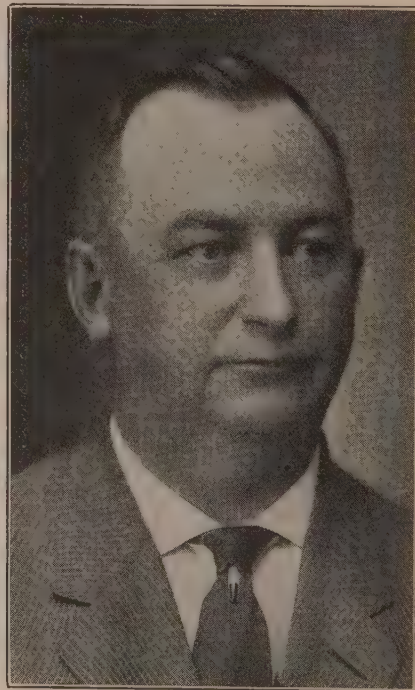
For 25 years the promoters of the company have worked earnestly and perseveringly to perfect a successful mutual fire insurance company of grain dealers, for grain dealers and by grain dealers. The perpetual aim of its officers has been to reduce the cost of insurance through a reduction of the fire hazards. By vigilant inspection and careful selection the company has relieved its policy holders of the necessity of paying for many elevators that



J. J. Fitzgerald, Indianapolis.  
Sec'y-Treas.



C. R. McCotter, Omaha.  
Western Mgr. and Ass't Sec'y



V. E. Butler, Indianapolis.  
Assistant Treasurer.



burned just as they were expected to do. By carefully explaining the rate on each elevator and showing how it was determined the company has secured the correction of many hazardous features in elevator construction and equipment. In closely studying how to prevent fires it has protected its policyholders from fires and saved them from any expensive interruptions to their businesses. In all this educational work the company has had the hearty co-operation of the progressive designers and builders specializing in the construction of country elevators.

By the correction of known hazards the company has reduced the average rate on country elevators from 3.10 to 2.31.

By inducing elevator owners to take better care of their property and report on its inspection each month the average cost of insurance has been reduced from \$24.80 to \$9.56 per \$1,000.

The insurance of country elevators against fire has been put on an equitable business basis by detailed appraisal, complete descriptions and full coverage. The elevator owners of the country have been saved many millions by reduced premiums and by equitable adjustments. Accurate accounting systems necessary to correct coverage have helped the elevator operators to better business methods.

The Grain Dealers' Fire Ins. Co.'s twenty-five years of helpful service to the elevator owners of the land has been deeply appreciated by its policyholders and they have shown their appreciation by giving it an increasing volume of business each year, so that now it celebrates its Silver Anniversary with over \$170,000,000 insurance in force and a surplus of over \$1,083,550. Its cash assets are in excess of \$2,295,634. It insures more country grain elevators than any other company in the world and is saving policyholders 55% on an average basis rate of \$23.00 per thousand, with a further saving of 10% to those who send in self-inspection reports each month. Up to the beginning of 1927 the company had paid losses in the amount of \$5,049,251.

While the company started in to write insurance only on grain elevators and their contents against fire, the business was soon extended to give the same protection against wind and today the company is not only insuring grain elevators, warehouses, cribs, coal sheds and grain offices, but all merchandise handled by country grain merchants as may suit their particular needs.

The company also originated a premium adjustment policy whereby country elevators are kept insured on their stocks without ordering and canceling specific policies as the quantity of grain, feed or other merchandise changes. The use of this policy has relieved elevator owners of much worry, work and expense and has reduced their premiums for grain insurance materially. It has kept the elevator owner protected against unexpected fires without wiring for more insurance following the big rush of grain to his elevator. This policy was devised primarily to take care of the needs of the country elevator operator and keep his fluctuating stocks insured for the full market value at the time of the filing of his last statement of stocks on hand plus or minus any changes in quantity. This plan has proved a great relief to all elevator operators who keep a careful record of the stocks on hand and report correctly and promptly to the company. It keeps them fully protected at all times without being over insured.

The company has also established an automobile department for insuring policy holders against fire, theft, windstorm, property damage and collision. During recent years it has established a department for general business and now carries a large volume of insurance on manufacturing plants, warehouses, mercantiles, dwellings, churches, schools, household goods and hatcheries.

From its beginning until this last year the

company has suffered few changes in the personnel of the organization, so its policy of true service to the country elevator owner and operator has been constant and unswerving. The aim of its managers has ever been to build for permanency and they have developed a fire insurance service that stands notably high in assured protection.

The year 1927 will long be remembered by the workers in the company as the year of disaster, for within a short period of six weeks the chairman of the Board of Directors, J. W. McCord, Secretary C. A. McCotter and Treasurer E. A. Wiley were taken by death. However, the policies and ideals of the time tried officials were so well established and the understudies so well trained in the methods of the company that the business has continued without a hitch.

The officers and directors of the company under the reorganized forces are as follows: A. E. Reynolds, Pres., Crawfordsville, Ind.; Charles S. Clark, Vice-Pres., Chicago, Ill.; J. J. Fitzgerald, Sec'y-Treas., Indianapolis, Ind.; V. E. Butler, Ass't-Treas., Indianapolis, Ind.; A. N. Steinhart, Indianapolis, Ind.; P. E. Goodrich, Winchester, Ind.; F. A. Derby, Topeka, Kans.; H. A. Hillmer, Freeport, Ill.; E. C. Eikenberry, Camden, O.

Mr. J. J. Fitzgerald, the new Secretary-Treasurer, started in the fire insurance business in 1893 in the office of the Saginaw Valley Mutual Fire Insurance Co., Saginaw, Mich. Later he spent six years with the Saginaw Valley Fire & Marine Insurance Co. He went to Indianapolis in 1902 to assist Mr. C. A. McCotter with the organization of the "Grain Dealers' Mutual." He worked in the Illinois field until 1907 when he established the Southwestern Department at Kansas City. He opened the Northwestern Department at Sioux Falls, S. D., in 1909 and remained in charge until 1914 when he moved to Omaha as joint manager of the Western Department. He returned to Indianapolis in 1918 to take the position of Assistant Secretary.

Mr. Fitzgerald has worked in every department of the Company and has been closely identified with all of its activities. He is exceedingly well equipped to assume the duties of his new position.

Mr. C. R. Cotter, long Western Manager at Omaha, has been appointed Assistant Secretary but will continue in charge of the Company's business at Omaha. He began his business career in a general store and elevator at Kipton, Ohio, removing to Indianapolis in 1905 to take a position in the office of the "Grain Dealers Mutual." He later entered the field service of the Company, and was made joint manager of the Southwestern Department in 1909, later being placed in full charge of the office. He moved to Omaha in 1914 as joint manager of the Western Department; and was promoted to Western Manager in 1918.

Mr. McCotter is thoroughly familiar with the "Grain Dealers Way," and the business under his supervision has always been efficiently managed.

Mr. V. E. Butler, who has been appointed Assistant Treasurer of the Company, is well known to the grain trade of the country. He started in the grain business at Heron Lake, Minn., in 1890, and was actively identified with the trade for nearly twenty-five years. He was one of the organizers and the first Secretary of the Tri State Mutual Fire Ins. Co. of Luverne, Minn. In 1908 he was elected a director of the "Grain Dealers Mutual" and in 1914 he joined the organization in the capacity of Supervising Director, in which office he has made some very excellent studies of the grain business which have been beneficial alike to the grain trade and the Grain Dealers Fire Ins. Co.

Mr. Butler as a member of the Finance Committee has had much to do with the Company's investments during recent years, and is therefore quite familiar with the Company's financial affairs.

## The Dust Covered Man.

By L. T. BROOKING.

In a little Old Village out here on the Plain, we put in our time a-prayin' for rain, an' watchin' the clouds, an' th' weather, an' such, an' our necks are all twisted from lookin' so much. . . . When we are not prayin', we're diggin' aroun' to find a damp place in th' dusty ol' groun' to plant a few spuds, an' some beans in a row. an' hopin' it'll rain and start 'em to grow. . . . Sometimes it will sprinkle a few gentle drops, and then in the fall farmers market their crops. . . . They bring 'em an' dump 'em, an' haul 'em aroun' to the "dust covered man in the little ol' town." . . . He weighs it an' dumps it an' then figures out the amount of the check, and "what it's all about." . . . Turns the ol' indicator on the bin he will use, then touches a button and turns on th' juice. . . . In th' days that are gone this way hadn't been found; he hitched the "blind horses" an' they went "around," and if they would halt it would "turn off the juice," an' then you would think that Ol' Hades was loose. . . . With a "choke up" his lungs would soon be full of soot, with a trip to the "attic" and one or two to the "bcot," an' you'd hear some sweet words if you'd follow aroun' the "dust covered man in the little Ol' Town." . . . Then the Gasoline Engine came along on the way, an' the worker thought this was a glorious day, so the horses were shunted an' turned on the grass; "he would run the ol' dump on a gallon of gas." . . . In a week he was thinking of turning to crime, for he found he was havin' a heluva of a time, for the thing that was going to make his work light, caused him trouble and heartache the most of the night. . . . The thing would freeze up; then get floey and wild, an' he sat up all night with the gassy ol' child, an' he slumbered but little for weeks, if you please, for she had to keep "going" or the durned thing would freeze. . . . The horses would stop only once in a while, but with a load on, this "work saving" Chile would give a few wheezes and get out of breath, and then strangle down and scare him to death. . . . He couldn't say "get up Lizzie" an' start the thing off, an' it wouldn't even start at his swear-words an' scoff. . . . Then he'd get a few wrenches an' take her apart an' clean up her innards before she would start. . . . He put back the horses that had been on the grass; said a few sweet goodbyes to the new fangled gas, then he slept twenty hours on his pillow of down; did "the dust covered man in the little Ol' Town."

## Kansas Pool Costs Heavy.

The average price paid members of the Kansas wheat pool for the 1926 crop was \$1.1038 per bu. delivered at the shipping point, according to the annual report made by the general manager of the organization for the 1926-27 season. This includes 2.26 cents a bu. for farm storage. Some growers received less than 2.26 cents for storage and some received more. Another 3 cents a bu. was also deducted for a contingent or temporary reserve to be used as working capital.

This 44-page printed report of the Kansas Cooperative Wheat Marketing Ass'n showed the organization received 4,055,243 bus. out of the 150,057,000 bus. raised in the state in 1926. This was marketed at an average price of \$1.3731 a bu., basis Kansas City. The expense of operation and the 2% reserve deducted amounted to 12.65 cents a bu. Average expense for country handling and average freight paid on movement to Kansas City totaled 14.28 cents a bu.

If the regular operators of country elevators were to take a margin like that they would be denounced as thieves and robbers and the long arm of the law would be called upon to stop the profiteering. How do the agitators get away with such margins without protests and law suits?



## The Feed Dealer Can Not Be Eliminated.

From Address by W. E. Suits, Chicago, Before Feed Control Officials at Washington.

Our consumption of wheat and meat is slowly declining and of dairy and poultry products is steadily increasing.

We have reached the point where in proportion to requirements, feed grains will be scarcer or higher; *the day of wasteful feeding must come to an end* and no available feed values can be thrown away. Extravagant whole grain feeding will be abandoned. For grinding feeds, muscular energy supplied by grain calories will be increasingly supplied by energy derived from the calories of coal or the thermal units of water power. Squandering proteins or starches because of a deficiency of minerals, vitamins or other essential elements in the ration must decrease. The need for proper balance in feeding is here already.

Consideration should be given to the supply limitations of a good many of the better known and most frequently recommended standard feed products. Take bran, for instance, a feed of undeniable value. The U. S. produces about 125 million barrels of wheat flour annually, and incidentally equal to about eight ounces daily of bran for each of the 27 million dairy cows in the country.

My friend, John M. Evvard, the chief steward for the Iowa pig population, has a rubber stamp which reads, "Corn and tankage and supplements" which he prints on every inquiry regarding what is best feed for hogs. Probably John is right, at any rate many college experts and thousands of pig farmers believe so. But as this practice expands to its natural conclusion, where are you going to get enough tankage?

Now if forty-eight animal husbandry experts and a similar number of poultry feeding authorities in forty-eight states' agricultural colleges, not counting Porto Rico, Alaska and the Philippines, together with their thousands of satellites in farm papers, extension work, etc., continue their almost invariable rule of requiring liberal percentages of these few standard by-products in each of their recommended rations, their straight and narrow path will be barbed with a large supply of interrogation points. Now what is the answer? I am sorry if you compel me to reply—it is so obvious.

The commercial mixed feed was invented just to meet such a situation. Drawing its inspiration and information from the best authorities, past and present, assisted by its own research departments and farms, the industry is producing formulas using wide assortments of ingredients which reduce the needs of some of these justifiably prominent factors. And they give results satisfactory and in many cases outstanding. And the costs are reasonable compared with these results. The need for these commercial mixed feeds is imperative and their production is like the flowing tide. Paraphrasing the words of J. M. Barrie, I say, "You cannot stem the course of progress and dam the flowing tide."

Whether you like commercial mixed feeds or not, whether you care to recommend them or not, remember that where people are feeding them they are economizing on some of the products which you do want. Without the millions of tons of these feeds annually there would be an enormous deficit of these so-called standard feeds, these rightly popular feeds.

**Co-operative Feed Buying.**—For a number of years a good many of the agricultural colleges and extension workers did not seem to favor commercial mixed feeds, but took the position that it was more economical for the farmers to mix their own feeds. A large co-operative feed marketing organization in a northern state was organized about 1918 with the idea of saving for the farmers of that state what they felt were extortionate retail profits on the standard feeds. The program was not very successful because the margin of profit proved to be surprisingly slender.

Thereupon this co-operative organization discovered the wonderful advantages of ready-mixed balanced rations and, strange as it may seem, the agricultural college of the state, extension workers and others also simultaneously saw the clear light. The co-operative equipped itself "to save the farmers the back-breaking labor and expense of mixing haphazard mixtures of ingredients of most uncertain quality." These feeds, for all kinds of farm animals, were to be made on rigid recipes, known by the euphonious title of "Open formulas," printed on the tag and supplied by high college authorities on animal nutrition.

Unfortunately, this did not work with success as complete as expected, because the markets for the ingredients would perversely fluctuate with more or less disregard of the wishes and expectations of the authors of the formulas. This deplorable development led to another discovery entitled the "flexible formula," a self-

descriptive term which might be aptly termed the "Wide open formula." Two or three factories have been equipped to manufacture these feeds and, with the aid of some of the tax-paid farm advisers, quite a little of these feeds has been distributed during the past few years.

You men are thoroughly familiar with the discussions which have occurred in past years before this body and before legislative and congressional committees and know that it is practically the unanimous view of agricultural chemists and microscopists that a quantitative analysis cannot be determined with any reasonable certainty regarding a finely ground grain mixture. But, of course, all farmers in the country do not know that, and many of them can readily have their confidence betrayed in such matters.

"But fleas have fleas to bite 'em and so ad infinitum." The response of hundreds of retail feed dealers was to install batch mixers prepared to mix these open formulas or any other formulas desired for their customers.

**The Retail Feed Dealers.**—Many thousands of retail feed stores are in existence thruout the country. A large percentage of either the present dealers or their fathers were ex-farmers who knew and met the needs of their localities. By establishing small depots where their neighbors could get grain and feed when needed, they thereby assisted greatly in developing the neighboring business of live stock, dairy, and poultry farming. Some of them by careful attention to business became fairly prosperous, but they only prospered as their customers prospered. It is safe to say that in all cases their self-interest was best served when their customers secured feeds at moderate prices and with good production qualities. As a rule, these feed dealers rarely accumulated more than a modest showing for their life's labor and investment. Usually their old neighbors who stuck to farming prospered more than they did.

**Cooperative Buying:** About ten years ago a small cloud, "no larger than a man's hand," appeared in the sky bearing the name of co-operative buying. It expanded and overshadowed some of the states. Old customers who had been the leader's life-long friends were led to believe that poor old Smith, the feed man, was a robber after he had trusted these neighbors for months and years for supplies of feeds to be paid for when, if and as the farmers could raise the "dough." That the only true friend the farmers had was the fellow who came around and offered to assemble orders for a carload of feed and ship it in to these farmers for cash at the car door.

Unfortunately, this has gone on in some sections for several years with the result that many of the retail feed dealers have lost a great deal of their capital and volume of business. The well-to-do farmers are taking advantage of this car door delivery opportunity and the less well-to-do farmers still depend upon the dealer. With the shrinkage of his volume in business the dealer's expenses per ton have increased and the last mentioned class of farmers are compelled to pay higher prices for their feeds than they would be doing under normal conditions.

I will say right here that any economic movement which drives the retail feed dealer out of business, or, which weakens him financially so that he cannot keep a well-rounded stock of feeds and trust it out to the surrounding farmers from month to month, is going seriously to hurt that district. The principle applies to other retail business. These started from small beginnings, taking the place of countryside peddlers who took the farmer's produce and supplied him with tinware, muslin, and shoe pegs, which, in the primitive days, he used for "home mixing." The growth of factory production drew many of these farmers to the towns, where they entered factories and merchandising business, creating a town market for farmer's produce, which he could sell for money. This resulted in trading centers thruout the country, with credit as a corollary. The feed store developed exactly the same way as the result of a demand for feeds in both large and small quantities. It frequently was worked with the grist mill, when the farmer brought in his grain and had it ground. The demand became greater than the home supplies of grain; consequently, grain and feeds were bought by the dealers and sold to the farmers. In time the advantages of well-balanced rations became apparent. Later manufacturing institutions have been developed in the sections where the supplies are more cheaply obtained or assembled. Mass production either improved quality or reduced cost or both. Naturally the feed dealers took on the distribution of these feeds when their values were proven.

The well equipped manufacturing organizations will continue to have advantages, due to large production with cheap power, well organized and scientific staffs, knowledge of nutritional values in advance of the average feed dealer or farmer, and ability to buy and store in periods of greatest supply. They will, therefore, be able to offer the farmer more value than can be done if we revert to the old grist mill, home-spun policies of our grandfathers, as typified by the feed store batch mixer.

The most outstanding feature of the present

day is the application of cheap mechanical power in factory production of things which were made by man power a few generations ago. That is why the multitude who could own nothing better than a blind mule fifty years ago is replaced by descendants who operate a thousand dollar automobiles today and have other conveniences in the same proportion.

The feed dealer was developed by necessity and as a business proposition he is not going to quit—he will not be eliminated—he cannot be spared.

## Treatment of Victims of Carbon Monoxide.

The burning of any fuel such as coke, illuminating gas, fuel gas, natural gas, wood or coal is an oxidation, that is, a combination of the oxygen in the air with the carbon and hydrogen of the fuel. The combination also takes place in the lungs of an animal, between the carbon in the blood and the oxygen.

Two oxides of carbon are known. The commonest is carbon dioxide, which is exhaled from the lungs of a human being and absorbed by the leaves of plants and trees to make wood. Less common is the carbon monoxide, resulting when the supply of oxygen is insufficient for complete combustion. This deleterious gas also results when grain undergoes fermentation due to storage in bins while damp. Carbon dioxide is not poisonous, but in an atmosphere of that gas a human being drowns—as in water from lack of oxygen.

Carbon monoxide, on the other hand, is a deadly poison, more dangerous because it is odorless. This gas combines with the blood of the victim and there is no way to get it out quickly.

W. Gilman Thompson, M. D., in his book on "Occupational Diseases," states that one-tenth of one per cent of carbon monoxide in air causes unpleasant symptoms; 4/10 of 1% endangers life; and 1% is almost surely fatal. The gas forms a relatively stable compound with the hemoglobin of the blood, thus interfering with the oxygen-bearing function of the red cells; but it also possesses a second more important direct toxic effect upon the central nervous system of the nature of a narcotic and depressant, for these effects are manifested even where there is still a large percentage of red cells carrying oxygen, and they often persist long after the C O has left the blood.

Recovery is slow and for some days the patient may suffer from mental weakness.

**Treatment.**—The clothing about the neck and chest should be loosened, by-standers should give way and admit abundant fresh air to the victim, and artificial respiration should be maintained. Oxygen inhalation may be given if the gas is obtainable. The body should be kept prone with the head raised. The air should be fanned toward the patient. Ammonia vapor may be inhaled, and flagellation of the chest with a cold wet towel may further stimulate respiration. If able to swallow, the patient should be given hot drinks such as hot whisky and water and hot coffee. If the pulse becomes very feeble, hypodermic stimulation is indicated.

The patient should be bled 14 or 16 ounces and transfused with the like amount of normal salt solution, or the direct transfusion of blood if a donor can be obtained.

I have known one patient to recover after a week of coma, hence the importance of continuing treatment. Should coma continue more than 24 hours, it is advisable to repeat the bleeding and transfusion.

The difference between a business man and a business woman is that the man looks for the latest wrinkle in his trade paper and the woman in her mirror.—Judge.

There are not three out of ten regular dirt-farmers that do not resent interference in farm relief work and measures.—W. E. Culbertson, sec'y Illinois Grain Dealers Ass'n.



# Local Meetings Add to Membership of Ohio Ass'n

A jolly ancient custom, dormant for the past decade has been revived in Ohio. A series of good-fellowship banquets was of late held in various districts by that sociable organization known for the past half-century as the Ohio Grain Dealers' Ass'n.

These meetings have the effect of a "Spring" tonic on Ohio grain dealers and they all turn out unless sick in bed or in jail for speeding to the meeting place.

Within the past month several district get-togethers have been held in different parts of the state, particularly in such well-known and equally delightful meeting places as Wauseon, Fostoria, Van Wert, Greenville, Sidney and Washington Court House, to which list only a few favorite spots in the state can be added, including Toledo, Lima, Marion, etc.

On Tuesday, Wednesday and Thursday, December 13, 14 and 15, the last three of this series of meetings to be scheduled this year were held at Fostoria, Greenville, and Washington C. H., respectively.

Despite the inclement weather, the dense fog banks and the disagreeable rain prior to these spirited gatherings, the loyal and enthusiastic turnout was but little impeded by nature's handicaps, as reflected by the registration. That's the kind of support Ohio grainmen give their active association.

Membership? Ah, by leaps and bounds it jumps from one record to a new "high." More new-membership blanks have had to be printed this Fall than for years. Over one hundred new names of "square-shooters" have been added within the past four months, to the already worthy list of "real fellows" comprising the membership list. The slogan of each district is "Half-a-Thousand or Bust!" And they'll get 'em too, for everybody's joining with enthusiasm.

It is rare when you can speak freely of the finances of a grain dealers organization, particularly when the job of treasurer is unceremoniously tipped into your lap without announcement or warning, not to mention being handed a \$500 deficit along with the office. But Ohioians have no need for the personal supervision of that capable Secretary of the Treasury, Andrew Mellon, since their own secretary-treasurer W. W. Cummings of Toledo has been at the helm. What's worrying Bill and President "Phil" Sayles now is the surplus in the bank.

## The Fostoria Meeting

A. T. WARD, Seneca Grain Co., Fostoria, amiably known to the trade as "Al," was chairman of the first event of the week, and all those present would jump at the opportunity of just listening in on another highly successful meeting. "Al" does everything up 'brown.'

"PHIL" SAYLES, Columbus, president of the organization, called the meeting to order after a sumptuous five-course feed served in the chambers of the Y. M. C. A., and spoke briefly, though effectively, on several problems prickling the grainman's hide.

FRED E. WATKINS, Cleveland, a past president and com'teman of the "National," followed with a splendid association talk, or Why you should belong and support your state organization, and the advantages accruing therefrom. He hit the bulls eye every shot.

Being a grainman of varied interests and wide experience, he drew from his intimate information for the benefit of his listeners on just what the condition of this new corn was that was coming in at terminal, transfer and cleaning points. At Mansfield the corn is averaging around 24.2 per cent moisture and 3.3 per cent damage. About 50 per cent of that arriving is in a "heating" condition, indicat-

ing that you cannot ship this new corn any great distance without its first being dried into safe and merchantable condition.

KENTON D. KEILHOLTZ, Toledo, good ol' "Kent," drew at length from his fund of knowledge to the decided advantage of his half-hundred listeners.

ROBERT C. DUNN, of the Ohio Savings Bank & Trust Co., familiarly known as "Bob" to his many grain trade acquaintances, spoke on business practices and business ethics, a most capable and applicable address. When he was through a clearer vision of the grainman's scope of service was distinctly discernible. And "Bob" didn't say grainmen shouldn't conduct a banking and credit-extension business, either.

NEW CORN. A round-table discussion, on the condition of the new corn crop in the various localities represented showed a return of from 50 to 65 per cent of a normal crop, all dripping wet and most of it unmerchantable. While damage on the aggregate did not run high, except on the late planted and early-cribbed corn, movement was practically at a standstill. Yields were considerably below a ten-year normal and the weight light. The feeder demand exceeded the supply and consequently any surplus was changing hands quickly at inflated values with which the grain dealer could not compete.

New wheat acreage averaged between 120 and 125 per cent of a ten-year normal. Old stocks back in farmers' hands averaged 17 per cent.

Margins and over-extension of credit came in effectively for their proper amount of panning.

L. G. FOSTER, Professor of Economics, Ohio State University, who is amiable to a fault, and consequently should have been a grain dealer, brought up for consideration elevator operation costs, and because of his thorough and experienced research elucidated further on the figures divulged at the Fall Meeting of the organization, which appeared on Pages 489-490-494 of the October 25 number of the Journal.

Average margins of profit were branded as insufficient, and weak-kneed dealers unwilling to make an honest living from their investment and endeavor were placed in the category with the incompetent and feeble-minded.

Present practices (or rather lack of system) in vogue of extending credit is costing grain dealers from 5 to 10 cents on the dollar, according to figures presented. That jolt jarred painfully. Maybe some are still vibrating from the shock.

"PHIL" SAYLES gave another slant on the new crop corn and told of the bad condition of that which he has handled to date.

EDGAR THIERWECHTER, Oak Harbor, Vice-President of the state organization, still out of breath from having made a forced landing in his new Kuzpidoraz monoplane driven by George Forrester, spoke between gasps for air about how the miller looks askance at this wet corn.

To ward off the probability of a rush to sign new membership blanks, the hands of those non-members present were raised and the blanks passed. This mode of distribution was very satisfactory, and the applicants signed up aided materially in swelling the tide.

PENCILS were distributed with the compliments of the Seneca Grain Co., by Al T. Ward.

A large group of Toledo dealers used the interurban in coming to and going from the meeting, however the inclement weather was too uncertain for a dozen or more that had planned to be present. Many who expected

to show up were lost in the fog, tho it is expected all managed to return home before Christmas. All were missed.

## Convention Notes.

Fred E. Watkins came from Cleveland.

BUFFALO was represented by Wright W. McConnell of McConnell Grain Corp., and Dan A. Southwell.

COLUMBUS sent Prof. L. G. Foster, W. R. Maney, Phil Sayles, pres. of the Ohio Grain Dealers Ass'n.

TOLEDO representatives included Geo. A. Beeley of C. A. King & Co.; F. F. Burroughs of O. W. Randolph Co.; Grain Supervisor C. L. Cannon; W. W. ("Bill") Cummings, of J. F. Zahm & Co. and sec'y of the Ohio Grain Dealers Ass'n; Joe L. Doering, S. M. Bender, Charles R. and Kent Keilholtz and John W. Luscombe, of Southworth & Co.; A. F. Mitchell, and Robt. C. Dunn.

OTHER OUT-OF-TOWN REPRESENTATIVES of the grain trade included N. G. Bennett, McComb; E. G. Craun, Tiffin; Eli Dickey, Lima; Geo. B. Forrester, Oak Harbor; C. B. George, McComb; C. M. Good, Bloomdale; F. Kalmbach, North Baltimore; W. H. Pickard, Bowling Green; J. Y. Stimmel, Payne; and Edgar Thierwechter, Oak Harbor.

## Greenville District Meeting Wednesday, Dec. 14.

Some ninety or more enthusiasts partook of the five-course chicken dinner served promptly at 6:45 in the Elks' Club at Greenville, on Wednesday evening, December 14. Good fellowship contagiously permeated the environment. Shaking hands with one's neighbor and one's competitor in the forum and at the table was the order of the occasion. Everyone there seemed to feel and express a certain happy satisfaction at being included in such a credible and highly amiable gathering.

PERRY HALL, Greenville, chairman of this recommendable occasion, after personally directing a soothing after-dinner smoke program, turned the meeting over to the officers of the association, who graced the affair with their pomp and dignity.

"PHIL" SAYLES, Columbus, President of the State Ass'n, called the well-fed multitude to a state of quietude, and, following compliments to the Chairman and his invaluable staff of willing co-workers on the size of the gathering and the commendable spirit of friendliness prevalent, introduced the speaker of the evening.

V. E. BUTLER, Indianapolis, Ind., following praise of Ohioians, delivered a capable discourse most carefully worded on "Things I Don't Know."

I don't know why every grain dealer in this glorious state of Ohio is not an active member of the state grain dealers association. It's a most important and potent factor in connection with conducting a grain business. The benefit an association membership holds is beyond description. Time and money are prerequisites of accomplishment by officers and directors of an organization, who give unstintingly of their time for you and others.

## Membership Is Margin of Safety.

In such gatherings as the meetings being held this week we preach to one another about taking a "reasonable margin of safety." That phrase aptly describes membership in your state organization; it's another form of insurance, and highly commendable. That's the first thing I don't know.

And on this pertinent topic margin of safety, I don't know why grain dealers don't take their rightful margin. An audit of 50 Ohio elevators, undoubtedly representative of the country over, showed wheat margins averaged 2.62 per cent on every dollar turnover, and cost accounts averaged 4.71 on every dollar turnover. Twenty-five of these elevators had only .92 per cent gross margin on wheat per dollar turnover. This means Ohio grain dealers alone lost over one million dollars (\$1,000,000) in handling the wheat crop this last year.



The gross margin based on sales for these fifty houses was 8.59 per cent with a net of 2.4 per cent. Average sales per house of all commodities were \$178,183.55. Twenty-five of these houses showed an average of 7.51 per cent with a net of 1.24 per cent. The gross margins on side lines of these 50 elevators averaged as follows: For feeds, 11.36%; flour, 8.11%; seeds, 10.75%; fencing, 10.76%; posts, 18.04%; salt, 18.17%; and twine, 6.26%. The annual turnover averaged 17 times the average inventory and the range of turnover of stock was from less than 8 up to 36 times.

The above clearly indicates that grain men find it easier to make margins selling than in buying from the farmer, due supposedly to grain market fluctuations.

It will be conceded that the grain and live stock markets are not as stable as are other markets, and are apparently not as profitable to sell cash grain in because of their vacillations, unless such variation is continually upward throughout the year.

Now let's get at the fundamental reason for wide fluctuations. We are told our entire wheat crop must be sold on a world market basis because of the surplus we export annually. This argument is further supported by our experience in hedging in the option market, which oftentimes is no protection whatsoever. Turning to the export statistics we find that before the war we exported about 15 per cent of our total wheat production. The past three years approximately 25 per cent has found its way into export channels. This latter percentage will probably only run between 150 to 200,000,000 bushels, and would last us about three months. Is this carry-over an ample margin of safety in the event of calamity? Is this carry-over burdensome? Let us turn to the statistics again.

Forty-two countries in this world raise wheat. Fourteen export and the balance, twenty-eight, are buyers. The ten principal exporters sell 5,000,000 bus. or more. The twenty principal buyers purchase 5,000,000 bus. or more. Obviously there are twice as many buyers as sellers, and one would naturally conclude the market places of the world should be predominated by buyers, who in turn would exert a strong demand. As we know, such is not the case.

Further, the world's wheat crop varies around five per cent in five years, an average of one per cent a year. Then why the occasion for a five-cent fluctuation over night?

In contrast, corn and oats exports amount to just about two per cent of total production, but this crop, we say, is sold on a domestic-market basis. Yet a little larger surplus of wheat when sold on the world's market is responsible for as much as 65 cents a year fluctuation (the war period excepted) in the domestically consumed portion.

Harvest in the United States comes at an ideal season, for there is no outside competition then, and further, the bins of the world are empty at just about this time.

United States raises and consumes more wheat than any other country, so why should she have to sell her surplus on a world's market basis? Is it our system of marketing?

**Farm Relief:** That brings us up to present-day agitation for supposed farm relief. That ailment is not new, but a chronic and dyspeptic symptom inherited from the centuries.

Why? Let us turn to the records and attempt to find a foot for the loud-mouthed agitator to stand on in his bally-hooing for relief. A questionnaire recently returned by the bankers' organization over in Illinois shows that 53 per cent of all Illinois farms are operated by tenants, who must pay interest charges. On farm loans 22 per cent are making money, 43 per cent are breaking even, and 35 per cent are losing. That's a far better record than industrial corporations of the country can boast of, as 42 per cent of all corporations of the country are losing money, and the other 58 per cent only average a small profit.

That brings us to the pertinent conjecture that \$300 an acre land is not designed for wheat cultivation. Inversely, more wheat raising farmers could profit to a greater extent on cheaper land. Without going into the economics of why farmers and bankers do not take their medicine as other industries have and write off their losses on the high-priced land they are holding, paying interest on war-priced notes renewed annually for the past half dozen years or more, etc., ad infinitum. Let us consider tariff protection.

**Cash wheat,** as we all know, is protected by a 42-cent a bushel import duty. That, of course, prohibits foreign countries raising wheat at a lower figure than American farmers from flooding the market with cheap wheat, which would naturally depress prices here. But what about the futures contracts?

Unrestricted sales of futures contracts by foreign buyers depresses our market, unquestionably. Why shouldn't sales of futures contracts by foreign buyers be taxed just the same as are the cash wheat importations, then foreigners could not artificially depress our then domestic market to their own advantage. The unrestricted and untaxed sales of futures con-

tracts depresses the market price just as would unrestricted and untaxed importations of cheaply raised foreign cash wheat. This is a ridiculous situation in which we have placed our marketing system. If foreign traders or exporters in our own country desire to use our own futures market for the purpose of making our grain meet foreign competition, they should be made to pay for doing so and pay dearly, for under present conditions our markets carry the load of our production, together with a large part of Canada and other wheat surplus countries. No part of our markets, either cash or futures, should be open to any traders to nullify the benefits of our tariff laws made for the protection of American agriculture.

Now let me call your attention to the disparity of Liverpool and Chicago prices, which are not reconciled to the freight differences as we are led to believe it should be: On Dec. 8, wheat for December delivery was 23½ cents under Liverpool, while for May delivery it was 16 cents under, and the freight rate is 22½ cents.

**Futures trading** has decreased the handling margin borne by the producer, and this reduces the margin of safety to those handling grain.

I know that the distribution costs in marketing grain are lower than for any other commodity and that the middleman's toll is exceedingly small. We seem to have done everything that can be done to make grain prices respond to the demand for almost a 100 per cent home consumption market; yet the price has not reached the home market level of other commodities. During the recent years this condition has been the cause of arguments and the farm doctors have been prescribing this, that and the other thing as a remedy, but as yet we have found no positive cure. I have said many times that I thought farm relief was not a question that could be reached through legislation, but I am not nearly so sure of that being true as I used to be, for this year there have been some developments in our marketing system that should have been recognized a long time ago, to wit, tax on futures contracts executed for foreign buyers, exporters, etc.

**Legislation.**—The United States Department of Agriculture is advocating a subsidy for the farmers with no investment or tax and a low rate of interest. That kind of a scheme is unfair, for why should established grain men be forced to compete with subsidized interests? Why should the government engage in business for the benefit of one class of citizenry?

Many changes have been wrought in the grain trade of late. Having the government literally in business would be the worst calamity yet. But consider local trucking interests coming around to some Illinois elevators in the morning for a bid on grain and then going out among the farmers all day buying grain and selling it to the elevator. At one particular elevator three-quarters of the 200,000 bus. of grain bought was not purchased from the farmers in person, but from these truckers. These truckers do not respect natural territory, and they have no regard for anyone. Consequently a demoralizing influence will result. It is going to be a survival of the fittest in the grain business more than ever before, and it's going to be a bitter fight to be among the fittest.

Probably the best place to begin pulling in your horns is in the matter of credit extension. Why continue it? Why permit farmers to burden your business this way? They only run their credit as high as they can and then quit you. Considering that the extension of credit condition is getting worse instead of better, can you afford to continue this practice? Does not the interest charges eat up all the profit?

If your margin of safety is wide enough, then go on and expand; but if not, then correct these evils.

Help improve market conditions, so you will not have to sell on a "world's market."

Why these things are not done are some of the "things I do not know."

### Corn Crop Reports.

The condition of the corn crop is a speculation at best and this splendid opportunity offered to learn from intimate contact the various interesting phases of importance to those present and the trade at large.

**BERT MYERS, Arcanum:** Some of our corn is good and some of it is poor, but the corn that was shucked late is awful and returns are nowhere near anticipations. Yields are averaging around 30 bushels to the acre. I consider this corn crop between 40 and 50 per cent of a normal crop.

**CHARLES NORTHLANE, Union City, Ind.:** Our corn is making about the same as over the state, and taking 75 pounds for a bushel of shelled corn. We have had some little movement, but the greatest percentage of the crop has been cribbed. Due to excessive moisture, a large proportion of this cribbed corn is bound to spoil. The yield this year is between 30 to 40 per cent of normal. It cannot be handled without drier facilities.

**O. E. RICHARDSON, Celina:** We haven't shipped any corn yet, though much of it has been cribbed. Excessive moisture in the corn is responsible for much of it spoiling.

**WM. TOMAN, Gettysburg:** A report of the territory we're interested in would not differ materially from those already given.

**CLYDE W. PONTIUS, Lewisburg:** Conditions in our district do not vary much from reports given. Corn is wet and spoiling, but we'll probably have none to ship; home consumption will absorb any surplus.

**J. H. SHUMAKER, West Alexandria:** The quality of the corn in our district is really good as compared with that of last year, and damage is proportionately lower. We expect to move a little stuff this season.

**HARRY C. WISE, Crete (Lynn P. O.), Ind.:** Corn crop news from our vicinity does not differ from foregoing reports, except that we have some good corn grown on black ground. In contrast, the corn on the hill ground is poor. We won't have 40 per cent of a normal crop.

**GEORGE WILLIAMS and W. H. BROWN, from Troy and Clark's Station, respectively, concurred on the foregoing report.**

**OWEN C. GROSS, Carlisle:** Our territory has only had two crops of corn in ten years. The present one is of fair quality. The feeder demand will undoubtedly absorb any surplus.

**HENRY E. LANDMAN, St. Henry:** Our corn crop falls in the same category as that aforementioned.

**ELMER E. KIMMEL, West Manchester:** Our corn crop is no different than reports given indicate. We have a lot of feeders so will not be able to buy very much. Calculate we have about 40 per cent of a crop.

**BLOSE MCCLURE, Eldorado:** Our corn crop is a little better than the average told of so far, and will average close to 60 per cent of a normal crop. There is very little moving, however, and we do not expect to handle more than one-fourth as much as we did in 1926. On account of the warm weather we've had, much of the corn is spoiling in the cribs.

**J. F. DISHER, Mendon:** The quality of our corn is poor, and it is spoiling in bins and cribs. Feeders are bidding high for it.

**E. T. CUSTENBORDER, Sidney:** Our corn is poor, too, and not three-fourths of it has been husked to date. With the thought of decreased volume, I just wonder how many of you have turned your attention to increasing your margins? Decreased volume necessitates increased margins to take care of ever-existing overhead.

**J. F. SHUMAN, Covington:** Our corn is good, bad and indifferent, and we won't have more than a slim normal crop.

**ED. HAMMEL, Pittsburg:** Our corn is just fair, and is taking 72 pounds to the bushel.

**E. W. LOY, Greenville:** Our corn crop is nothing to brag about, nothing extra.

**CLAUDE BARNES, Winchester, Ind.:** We are taking in corn at all the elevators, but it's not particularly good grade. It's taking an average of 74.8 pounds to the bushel, and is running at 26.4 per cent moisture.

**JOHN W. DIGGS, New Paris:** There is some little corn moving around home, but the feeders are hungry for it. Figure our corn is between 40 and 50 per cent of a normal crop.

**E. C. EIKENBERRY, Camden:** The predominating proportion of younger faces present tonight is astounding, but then that's as it should be, the youngsters should be taking charge. Of course they're not as sturdy and good-looking as their ancestors.

The grain business is a good business yet. Of late we've all been doing business in rather troublesome times, but other industries have their ups and downs too. Just now grainmen all seem to be taking a vacation.

Business is selfish. That's human nature, just as it is to think to yourself that "I am the most important individual in the World." Also, however, we think, believe and talk of "serving the public." Along that very line of reasoning, did you ever stop to consider that you would be in a better position to serve yourself and your patrons, both, if you were a member of your state association?

In reality none of us can afford NOT to belong to our organization. Why even the accompanying good fellowship and friendship arising from contacts derived in no other way than through association's gatherings is far more valuable than the measly \$10 annual dues.

Belonging to the Ohio Grain Dealers Ass'n identifies and dignifies your firm, to be sure, but did you ever stop to consider that your business demands and deserves effective grain trade organization?



None, track buyers excepted, are exclusive grain handlers in Ohio. The farmers and our interests are now highly diversified, so now association activities and functions have been expanded to include allied lines. The Grain Dealers Journal reflects the trend of the times and is diversifying the reading columns to suit the condition.

The keynote of organization is aptly wrapped in few words in that historic piece "In Unity There Is Strength!" So too, with the grainmen of Ohio, the greatest good will accrue to the greatest numbers the quickest, and the more influence will the Ohio Grain Dealers Ass'n have, with a large, enthusiastic, and mutually helpful membership. Help yourself and the other fellow in the bargain by joining.

PRESIDENT SAYLES took for the keynote of his little speech, "Everybody's Doing It," having reference to the new members added since the June meeting of the organization, which then totaled around ninety. The psychology of the chosen keynote became contagious, and is destined to be very effective throughout the balance of the year.

Credits and the folly of over-extension thereof received the second knock-out blow.

"DAD" CUSTENBORDER got just enough impetus from "Phil's" talk on over-extension of credits to start a broadside attack on the practice. Credit is one of the most important and pertinent problems facing the grain dealers of today. You don't deserve any sympathy for the status of your ledger accounts, because you brought it on yourselves, you've permitted this abuse, even encouraged it, and so must remedy it yourselves.

Let me see the hands of those who are not carrying larger accounts longer than you can afford. None, No! And most of you have two or three times as much on your books as the sheriff could get out of the sale of your properties. Think that over, and worry about it a little, it'll do you good!

And when speaking of the sheriff, let me remind you that he's getting some elevators in this state and has his eye on more.

Just suppose this was a stockholders meeting and one firm operated all our elevators, would the farmers be paid what we're paying them for grain and would they get their sidelines at as cheap a figure as they do now? No! Decidedly not! Are you your brother's keeper?

The remedy? That's easy! Limit the total amount of credit you will extend your clients in entirety and to any one particular individual, limit the time, command respect and demand prompt payment or go get it and black list the slow pay against further credit. Sending a statement every thirty days is a mighty good practice. If you think a new customer owes a competitor, demand cash, unless you cherish the idea of getting "stuck" with a lot of worthless promises to pay yourself.

Can any of you tell me why a grain dealer should finance farmers to raise hogs and buy flivvers? No you can't! If so, then why have banks? Then why continue doing it? The dealers of the Miami Valley district are gradually correcting this evil. Are you going to let them be smarter than you?

SECY CUMMINGS, who is responsible for at least 85 per cent of the new membership added since last June, capably followed through with a few suggestions as to how this depressing credit situation was being handled elsewhere. In the Norwalk district the grain and coal dealers are exchanging "dead beat" accounts information, and it is working out very nicely. In fact, one member will not sell a farmer owing another member, and why should they? Isn't this just an enlargement of the instinct of self-preservation so predominant in all of us humans?

I am firmly convinced that all grain dealers would welcome a spot cash basis. If you're one of those that would, do you exert sufficient initiative to establish and maintain such a custom? Wouldn't you try it knowing you're the one that will benefit? Then why don't you?!

I understand the Sidney district dealers are also exchanging "slow pay" accounts information. The next step is "Positively Cash!" Why not realize this and cut out wasting time on these crafty slow-pay farmers for they'll take advantage of you at every turn?!

I have a few unsigned membership blanks here that should go at a premium. Those who seek the privilege of signing same may secure a limited number up here. Please don't push!

Unless there is something further to come before us, we will stand adjourned *sine die*, but that does not necessarily mean you must immediately tear yourself away for home.

Gather in territorial groups and let's hash out any existing local difficulties! And so they did, and successfully.

### Registration.

Being favored with a beautiful bright and sunlit afternoon, all reservations for the Greenville frolic were taken up and about twice as many as made reservations were in attendance. Perry Hall fed 'em all nevertheless. Among those present, the following firms were represented, the figure following indicating the number of representatives present when more than one:

Ansonia Grain Co., Ansonia—2; Arcanum Elevator Co., Arcanum; Alexander Bros., Osgood; Burkettville Mfg. Co., Burkettville; Buckland Mfg. Co., Celina—2; W. H. Brown, Clark's Station; W. W. Cummings, sec'y, J. F. Zahm & Co., Toledo; City Mills, Greenville—4; J. C. Cole & Son, Greenville—2; E. T. and Carl Custenborder, Sidney; Chas. L. Dangler (Rush Sta.), Greenville—2; F. S. Durr, Germantown; Elroy Grain Co., Elroy;

Elkenberry Bros. Co., Camden—4; Farmers Grain & Supply Co., Camden—3; Garman Grain Co., Delphos; Owen Gross, Carlisle; E. A. Grubbs Grain Co., Greenville—5; Hammel & Niswonger, Pittsburg; E. L. Kimmel Exchange Co., West Manchester—2; Landman Mfg. Co., St. Henry; S. A. Myers, Arcanum; J. W. Mendenhall, Greenville; Mineralized Yeast Mills Co., Ingomar—3; W. C. Mote, Laura; M. L. Maney, Columbus; C. W. Pontius, Lewisburg; Piqua Mfg. Co., Piqua; J. R. Shuman & Son, Covington—2; Stelvideo Grain & Coal Co., Stelvideo—2;

"Phil" C. Sayles, president, Smith-Sayles Grain Co., Columbus; Sidney Grain Machinery Co., Sidney—2; Wm. Toman, Gettysburg; Versailles Grain Co. and Versailles Equity Union Co., Versailles; "Joe" Doering and Charles Kellholtz ("Henchen"), Southworth & Co., Toledo; J. F. Disher, Mendon—2; George Williams, Troy; Blase McClure, Eldorado; John W. Diggs, New Paris—2; Emanuel Francis, Russia; E. W. Loy, Greenville; J. H. Shumaker, West Alexandria—3; S. L. W. Loxley, Bradford—2; J. M. Bell, Sidney; John Troester, Sidney; C. H. Ginn, Sidney; and C. H. Ferguson, Dawn.

From beyond the borders of the famous "Buckeye" state, were,

Crete Elevator Co., Crete, Ind.—2; Goodrich Bros. Co., Winchester, Ind.—3; Pierce Elevator Co., Union City, Ind.—2; John Parent Co., Union City, Ind.; Richmond Roller Mills, Richmond, Ind.—3;

V. E. Butler, Grain Dealers National Mutual Fire Insurance Co., Indianapolis, Ind.; Wright W. McConnell, McConnell Grain Corporation, Buffalo, N. Y.; and Dan A. Southwell, Buffalo, N. Y.

### Washington Court House Meeting.

Forging one's path in the dense fog of Thursday night, Dec. 15, took plenty of spunk, that's perhaps why so many were there, for once a grainman starts out to accomplish something worth while he never turns back. The attendance was extremely gratifying in face of all obstacles, and the registration was away oversubscribed.

A pleasant meal was served in quarters particularly designed for such gatherings in the Y. M. C. A. Some 58 were served.

Cigars were passed with the compliments of C. E. Lloyd, Chairman of this district meeting. Following the meal, the gathering adjourned to an adjoining room.

"PHIL" C. SAYLES, President of the organization, called the meeting to order, making a strong membership talk. In response Henry Fish, Gwinn Brothers Co., Huntington, West Virginia, joined the organization on the spot. A handful of others "ganged" the new-membership table following adjournment. "Phil" then begged off, Wright W. McConnell gra-

ciously driving back to Columbus to make a connection for the east.

V. E. BUTLER, Grain Dealers National Mutual Fire Insurance Co., Indianapolis, Ind., speaker of the evening, reiterated his timely remarks of the previous evening.

A rising vote of thanks for the well-planned meeting was extended to Chairman C. E. Lloyd.

### New Corn Crop Reports.

SECRETARY W. W. CUMMINGS, Toledo, took charge of the meeting on the "home stretch," calling first for new members and then for reports on new corn, which resulted in the following:

H. E. RAPP, Sabina: We don't have half a corn crop, and what we have is of poor quality, soft and chaffy. None will go out of our county in contrast to a normal out-bound movement last year, but rather we will probably ship some in to meet the deficiency. This condition is a new development this year and is brought about by the increase in the number of hogs purchased by the farmers which they intend to fatten and sell. They'll have to use more than the wet corn they've raised to fatten them. And they are using oats and barley for feed and some commercial feedingstuffs.

L. R. WATTS, London: We have a condition over in all of the counties we border which may be perhaps unusual to some here tonight; said county is altogether a tenant county.

A tenant-populated county rarely raises the quality grain to be found in a county populated by resident-owners. That's the condition we're up against this year. Consequently there will not be a car of corn go out of this particular county this year. Then too, like several others before me have pointed out, this year our farmers have purchased more hogs to feed than ever before.

The number of hogs has increased the demand for corn for feeding purposes, and despite the poor quality of Clarke County corn, feeders are buying it in away out of line for what a grain dealer could pay. They're paying 90 cents a bushel for it, not a hundred, understand me, but a bushel. That's more than you can get for it in Chicago.

Of course we've handled quite a volume of this corn for feeders and find it's testing around 26-27 per cent moisture. Selected ears are running from 18.5 per cent up, mostly up. We've turned away many a load of this new corn because it's so soft we wouldn't dare risk handling it for ourselves or anybody else.

Just to give you an idea of how rapidly a territory can change our station used to be a very good grain shipping point, but one day last week the Pennsylvania Railroad alone shipped out 1,124 head of hogs and we have the Big Four there also. Where grain was once our surplus commodity, hogs now take its place. The farmers are going to have to ship out a lot of lean hogs, however, if they don't get something better than our corn to feed, judging from many of the loads we've weighed up for them. Why, its soft nubbins, with nothing to it.

Yields are going from nothing to 10 bushels to the acre on poor land, and only slightly better on the better soils. Of course your conservative farmer will always have bigger returns than the average. Hardly believe any more corn will be taken in from the fields.

P. M. GALE, Chillicothe: Our corn is light in weight and yield. It's taking 75 pounds to the bushel at least. Some 54-56 shelled. Moisture is exceedingly high, running from 22 to 28 per cent. It's treacherous to handle unless you're equipped with drying facilities, and then you've got to know beforehand what your shrinkage will be to come out right on it.

We calculate it costs from 18 to 22 cents a bushel margin to come out right on corn to be shelled and dried, considering your shrinkage all around. We've a scooper situation to contend with.

J. W. HARSHA, Seaman: Conditions in my locality seem a bit brighter than any of the reports so far tonight. We have at least 60 per cent of an average yield, and the quality is as good as that of last year. Perhaps the farming situation there itself has a distinct bearing on this better condition. The farmers there have smaller plots of ground and they have time and can therefore work it more intensely. They raise lots of tobacco. Nevertheless feed is scarce. Our oats were a complete failure, and there's only about 10 or 12 carloads of wheat back in the country.

C. E. LLOYD, Washington C. H.: This year's corn crop is, I believe, the hardest crop I've ever had to estimate. It's next to impossible. In this county, however, I would judge the corn crop is approximately fifty per cent of an average crop, though the quality is better in respect to damaged grain. However, the corn did not fill out. The high price of corn last year cleaned all old stocks up completely.

Speaking about elevator costs on handling this corn, that which is reasonably dry we



figure at least 5 cents a bushel on for shelling alone. As to moisture, it's running around 20 to 25 per cent. I don't figure that possibly more than one-fourth the amount will be marketed this year as compared with last season. Even though the test weight is lighter, the feeders are buying it regardlessly.

"JOE" DOERING, Toledo, Head Henchman of the Troupe, recalled the forecast he made at the Lima meeting in October, and of how skeptical many were of his words of wisdom, but how his pessimistic prognostications were accurate. "Joe" said, "I'm not telling you 'I told you so,' but I am considering going into the forecasting business." (Laughter and much applause.) Regardless of the government's figures on this corn crop, it's badly over-estimated. I think the politicians are putting out this report to "bear" the market so they can more readily influence a spectacular "bull" market a few months prior to the nominations. If I'm right this time I am going in the business.

No corn has moved up in my (Paulding) county to speak of, and it's heating and souring in the bins and cribs. Dealers up there find it takes from three to four weeks to accumulate a carload, and in that length of time what they bought earlier has soured on their hands. It's a deplorable condition.

H. M. CRITES, Circleville: We've handled about as much corn this year as during other fall seasons. Of course much of our land is hilly and is underlaid with a layer of gravel. These recent floods have put a stop to the movement, however there is still some back in farmers' hands.

Trucks are invading the territory now and taking what little does remain. The quality of this crop wasn't quite up to the par of other years, the frost checking the maturity thereof and causing light yields and weight. Presume truckers will find this out soon. Corn coming from the drier and cleaner is taking around 52 pounds to the bushel on an average, we find.

R. H. TOLLE, Hillsboro: In my district the farmers raise what they can feed and feed what they raise. Corn on most of the bottom land was poor this year, in contrast to some of the good corn produced on the hilly areas. The feeders and farmers are buying between themselves, so judge none will be shipped out. As to the feeding situation, there is more of it being done around my station than in any year in ten years prior to 1927.

I. C. SMITH, Wilmington: No corn is being marketed, neither have we purchased any real, honest-to-goodness corn this season. I predict that our feeders are going to have to ship corn in.

A. M. DAUGHERTY, Derby: Conditions in our locality would make a resume of the foregoing reports.

FRANK L. WORLEY, Bainbridge: The same holds good around us. No corn will be shipped out, for the farmers are feeding it all. It is very light in weight and yield.

CHARLIE KEILHOLTZ, Toledo, who handles the cash end of the grain business for Southworth & Co., was asked to report on the condition of the corn coming into the terminal market. Charlie said it just wasn't coming in, particularly because Kansas and Nebraska prices have not been following corn futures prices on the Chicago Board of Trade.

VIRGIL VINCENT, Washington C. H., co-worker with C. E. Lloyd in putting on this successful party, reported a survey of that immediate territory would not reveal anything startlingly different than had already been covered in the reports of other districts.

W. S. COOK, Columbus: A broad survey of the territory tributary to the Columbus market would not reveal anything different from reports already given. The feeders are taking all the corn available at higher than market price.

GROVER C. CLINE, Ashville: We've been apparently favored this year with a fair crop of corn, other reports considered. While we haven't handled as much this year as in past years, the movement of late being stopped by the floods, yet the quality of that coming in is not to be complained of. The corn coming in from off the highlands before the rains is testing around 16 per cent moisture, but all that being caught by our present river floods will not be good for anything. Don't expect to move any more corn.

### Credits.

Then up came that ever-present night-mare, "Credits."

HENRY FISH, Huntington, W. Va., drawing from his fund of experience, stated the most effective way to put a hasty and profitable end to over-extension of credit is immediately to shut off credit on accounts unpaid

when due. That will bring about a payment quicker than anything else.

Extension of credit only loses you friends and business, and don't for a minute think that's not so. If you make them pay up they continue patronizing you. Try it and see for yourself!

C. E. LLOYD, Washington, C. H., Chairman, in closing the meeting, expressed his appreciation for the size of the turnout, and as a pleasant parting word, welcomed all the dealers to meet here whenever possible.

The meeting then adjourned into smaller group discussions, to settle any local differences, etc., that might exist. The purpose of the gathering was fulfilled, and the enthusiasm guarantees other successful meetings.

### Convention Notes.

H. W. Fish came from Huntington, W. Va. Wright W. McConnell represented the McConnell Grain Corp., of Buffalo.

COLUMBUS representatives were W. S. Cook and Phil Sayles.

TOLEDO sent W. W. (Bill) Cummings of J. F. Zahm & Co.; Joe L. Doering and Chas. R. Keilholtz of Southworth & Co.; C. W. Mollett and T. S. Troxell.

Among the insurance men were V. E. Butler of the Grain Dealers National Mutual Fire Insurance Co., and J. E. Anderson.

In the list of country shippers and brokers present were H. A. and R. P. Barrett, Wilmington; R. A. Blessing, Octa; R. H. Brundige, Kingston; Karl E. Buckley, Wilmington; Howard Chenoweth, Florence; Grover C. Cline, Ashville; B. F. Cook, Madison Mills; H. M. Crites, Circleville; A. M. Daugherty, Derby; F. E. Demorest, Bloomington; R. B. Dewey, South Charleston; C. H. and Fred M. Ervin, Zenia; Otis Fisher, Greenfield; P. M. Gale, Chillicothe; W. F. Gardner, Sabina; W. E. Hall, Ashville; J. W. Harsha, Seaman; W. H. Herrnstein, Chillicothe; T. E. McKenzie, Storms; L. B. Miller, Springfield; D. A. Oliver, Bowersville; M. A. Oliver, Jamestown; H. E. Rapp, Sabina; R. P. Reid and W. P. Sallady, Circleville; L. H. Simons, East Monroe; I. C. Smith, Wilmington; H. H. Snyder, Kingston; S. A. Steele, Chillicothe; O. E. and W. A. Syerwalt, Greenfield; R. H. Tolle, Hillsboro; L. R. Watts, London; and Frank L. Worley, Bainbridge.

### New Members.

Following is a list of firms of late added to membership of Ohio Grain Dealers ass'n:

Colonial Salt Co., Akron; Wooster Mfg. & Gr. Co., Wooster; Krauss & Apfelbaum, Ft. Wayne, Ind.; F. J. Woods & Son, London; Sark & Plum, Lilly Chapel; O. & M. Seed Co., Green Springs; Grove City Farmers Exch., Grove City, Ohio; J. Chas. McCullough Seed Co., Cincinnati; West Jefferson Elev. Co., West Jefferson; Gallup Prentiss Co-op. Gr. Co., R. F. D., Hamler; Lewis Grain Corp., Buffalo, N. Y.; Imperial Grain Co., Toledo; Fostoria Mfg. & Gr. Co., Fostoria; Farmers Elevator Co., Beaver Dam; Reichelderfer & Graham, Cridersville; The Ginn Grain Co., Sidney; S. A. Myers, Arcanum; The Alpha Seed & Gr. Co., Alpha; R. P. Barrett & Son, Wilmington; C. E. Lloyd, Washington C. H.; Virgil Vincent, Washington C. H.; Clinton Grain Co., Wilmington; H. M. Crites & Co., Circleville; Gwinn Brothers Co., Huntington, W. Va.; R. P. Reid, Circleville; J. W. Harsha, Seaman; Kay Richards & Co., Pittsburgh, Pa.

For Corn Borer work Ohio farmers have been reimbursed \$2,274,569 by the department of agriculture. Lucas county farmers received \$54,871; Mahoning county, \$28,482; Summit, \$30,571; Cuyahoga, \$12,974. At this rate some farsighted farmer will import a new lot of borers.

Mexico's Minister of Industry issued a decree on Nov. 15, forbidding the exportation of corn, beans, peas, lentils, flour, lard, sugar, salt, potatoes, etc., from Mexico because of the high prices of these products. The Ministry has the authority to permit entry of such goods duty free when the prices advance too high within the country.

## Status of Millers' Suit Against Trade Commission.

The Federal Trade Commission was unsuccessful in its effort to have the Court of Appeals of the District of Columbia set aside the temporary injunction granted by the Supreme Court of the District of Columbia enjoining and restraining the Commission from enforcing several subpoenas issued by the Commission, requiring the attendance of the officers and employees of certain members of the Federation, and Mr. Husband, its Secretary, and the production of a large number of letters and other documents.

Back of this proceeding was the thought that if the Commission could hold two hearings as it proposed to do, and requires the attendance of the named witnesses and production of the designated letters and papers, it could and might hold a series of hearings, enforce the attendance of a large number of witnesses from great distances, and compel public disclosure of a vast amount of detail relating to the private business of the individual members of the industry.

In its special appeal the Federal Commission alleged that the Supreme Court of the District erroneously held that the Commission had no authority to issue subpoenas in an investigation directed by the United States Senate, and that the authority of the Commission to issue subpoenas was limited by the Act itself to proceedings in which there was in fact a charge of violation of law by a named corporation or person, i. e., to adversary proceedings.

The Commission has applied to the Court of Appeals of the District for a rehearing of the question raised by it, i. e., that the District Supreme Court erred in holding that the Commission was without authority to issue the subpoenas. If the Court of Appeals should grant a rehearing and determine the second point raised by the Commission, an appeal would probably be taken by one side or the other from this determination. It is most unlikely, however, that the Court of Appeals will grant a rehearing.

The only course then open to the Commission will be to apply to the Supreme Court of the United States again for a writ of certiorari in the further effort to raise the questions which the Supreme Court refused to consider on the first application.

Up to this point the contentions of the Federation have been sustained and the temporary restraining order originally issued still stands, says Pres. Sydney Anderson of the Millers National Federation.

Western Australia is enjoying a surprisingly active development. Wheat raising has shown particularly rapid expansion. In 1893 there were only 42,000 acres under wheat; in 1925-26 the acreage totaled 2,112,032; wheat production in 1926-27 was a record amounting to 30,030,452 bus., and the estimate for the coming season 1927-28 is between 35,000,000 and 37,000,000 bus., and it is expected that last year's average of 11.68 bus. per acre will be exceeded.

France—Representatives of the French Syndicates of wheat growers, wheat brokers, and wheat millers met recently to establish rules for business in this year's crop, according to a report from D. S. Green, Trade Commissioner at Paris. At an earlier meeting the standard wheat was fixed at 74 kilos per hectoliter (57.5 pounds per bushel) as against 75 kilos (56.3 pounds) last year. It was decided that net payment should be in cash against documents on all transactions, save those in connection with which other terms were written in the contract. A resolution was passed by the terms of which it is recommended that during the months which precede the anticipated lifting of the export prohibition dealers be allowed to export some of their poor quality wheat, on condition that they agree to import later an equal amount of foreign wheat.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CANADA

Winnipeg, Man.—The United Grain Growers Terminals has been incorporated with a capital stock of \$2,000,000.

Saskatoon, Sask.—The Robin Hood Mills, Ltd., has opened its new mills. The plant has two units, each of which can produce 1,500 bbls. of flour daily.

Yeomans, Sask.—John Walker, grain buyer for the International Elvtr. Co., was held up and robbed of \$1,000 by a masked and armed bandit. No trace of the bandit can be found.

Port McNicoll, Ont.—The Canadian Pacific Railway Co. has completed the 2,000,000-bu. extension to its elvtr. This now gives the company a total storage capacity of 6,500,000 bus.

Vancouver, B. C.—A. M. Pound, a member of the board of harbor commissioners, recently stated that plans are being considered for increasing the grain storage capacity of the terminal elvtrs. at this port. The present storage capacity of 8,000,000 bus. will be inadequate in a few years, it is estimated.

Port Arthur, Ont.—The Saskatchewan Pool Elvtrs., a subsidiary of the Saskatchewan Wheat Pool, is calling for bids for the construction of a 6,000,000-bu. storage terminal elvtr. A 900,000-bu. workhouse will be provided and this will be equipped to unload a maximum of 500 carloads a day. The site was obtained from the National Elvtr. Co. and has a frontage of 400 ft. and a depth of 2,600 ft.

Toronto, Ont.—The Western Canada Grain Pool contemplates spending \$5,000,000 during the coming year in extension of facilities in country elvtrs. and terminals in Western Canada, according to Geo. H. McIvor, general sales mgr. The building program includes 100 or 150 country elvtrs. in Alberta, where 160 are already in operation; 150 in Saskatchewan, where there are now 730, and 40 in addition to the 50 elvtrs. in Manitoba.

### FT. WILLIAM LETTER.

The National Elvtr. Co. has awarded a contract to the Fegles Construction Co. to build a drier house which will be equipped with a Randolph Drier.

Robert Hartley, for 23 years a member of the weighing, sampling and inspection staff of the Dominion Board of Grain Commissioners, has retired at the age of 73 and will go to England to live.

The Canadian Pacific Railway is dismantling its elvtrs. A and C, which were built more than 40 years ago. The two houses had a combined capacity of 2,500,000 bus. Many of the pioneer grain men of Ft. William commenced their careers on the staffs of these old houses and some of these men today hold responsible positions.

Joseph Benonski, aged 28, an employe of the G. T. P. Mission Elvtr., was smothered to death Dec. 14 when clearing out the bottom of one of the bins. Benonski was sent into the bin early in the morning. When he failed to answer fellow workmen a few minutes later the men descended into the bin and probed the several hundred bus. of grain without finding him. The bins were then drained and the body removed. Benonski is survived by a wife and five children.

## COLORADO

Wellington, Colo.—The Denver Bank & Trust Co. is building a feed elvtr.

Hillrose, Colo.—The Farmers Platte Valley Mlg. & Elvtr. Co. has installed a hammer mill.

Vilas, Colo.—The Collingwood Grain Co. has completed a 20,000-bu. grain elvtr. Geo. Gano has also completed an elvtr. of the same capacity.

Buckingham, Colo.—The Buckingham Farmers Co-op. Elvtr. Co. has filed articles of dissolution. The elvtr. of the company was sold several months ago to the Kellogg Elvtr. Co.

## IDAHO

Camas, Ida.—Mail addressed to the Agt., Camas Warehouse of Midland Elvtrs., has been returned marked "Unclaimed."

## ILLINOIS

San Jose, Ill.—John Fryer has installed a new air hoist for trucks.

Secor, Ill.—The Secor Elvtr. Co. is building an addition to its office.

Plano, Ill.—We expect to build new coal sheds soon.—Jeter & Jeter.

Meredosia, Ill.—N. S. Bushnell is now mgr. of the Farmers Grain Co.

Elkhart, Ill.—J. A. Harvey is installing a Randolph Drier in his elvtr.

Milledgeville, Ill.—A. B. Puterbaugh is putting in a gravel driveway at his elvtr.

Alton, Ill.—J. H. Aldous, retired supt. of the Sparks Mlg. Co., which operates an elvtr., died recently.

Alexander, Ill.—The Alexander Co-op. Grain Co. is overhauling its elvtr. and will install new machinery.

Ballard (Chenoa p. o.), Ill.—Boughton & Harlan have had their wagon scales rebuilt by the Superior Scale Co.

Rosamond, Ill.—Henry Herbert Moxley, aged 61, who has been in the grain business for 40 years, died Dec. 7.—P.

Verona, Ill.—The Farmers Grain Co. has installed a new wagon scale, the work being done by the Superior Scale Co.

Eden, Ill.—C. E. Lamprecht bot the plant of the Eden Farmers Co-op. Co. at bankruptcy sale. He has opened the elvtr.

Springfield, Ill.—The Farmers Grain Dealers Ass'n of Illinois will hold its annual convention at the St. Nicholas Hotel, Feb. 8-10.

Streator, Ill.—A. C. Wolfe, formerly correspondent for the Beach-Wickham Grain Co. at Ft. Wayne, Ind., has opened an office here.

Elwood, Ill.—I am out of the grain business.—J. C. Beattie. (Mr. Beattie sold his elevator to Jcs. Tyler last summer as reported in the July 10 number.)

Woodland, Ill.—Henry Zimmer, who recently became mgr. of the Farmers Co-op. Elvtr. Co., has resigned and John Curtis, former mgr., is again in charge.—"Squire" Cavitt.

Block Station (Sidney p. o.), Ill.—C. B. Wesley of the firm of Wesley & Rising of Leverett has bot the elvtr. of E. G. Coon. A. H. Shelby will remain as mgr.—"Squire" Cavitt.

Fountain Creek (Hoopeston p. o.), Ill.—C. O. Long has gone to Texas for three months. Ed Kambly, formerly a member of the firm of Beebe, Wise & Kambly of Claytonville, has charge of the Long elvtr.—"Squire" Cavitt.

Scarboro, Ill.—The elvtr. of Shearer & Helgen, bankrupts, was to be sold at auction Dec. 20. Five shares of stock in the Scarboro Elvtr. Co. and five shares in the Rosenbaum Grain Corporation were to be sold also.

Cairo, Ill.—New facilities have been built here by the Inland Waterways Corp. for transferring export grain from cars to barges to be transported to the Gulf. They replace the Halliday Elvtr. Co.'s elvtr. which burned some months ago and are in operation by that concern. The project has no storage, being essentially a pit fitted with power shovels, a 30-inch conveyor belt, and steel spouting for directing transfer grain into the holds of barges. Trackage facilities on the Illinois Central will hold about 16 cars on each side of the pit. The conveyor can handle 9,000 bus. per hour. At full speed it would require approximately 7 hours to load one barge. Weighing is supervised by the Board of Trade. The facilities are in charge of J. B. Gillespie, former foreman of the Halliday Elvtr.

Pontiac, Ill.—The Rogers Grain Co. has closed its local office which has been under the management of J. R. Arnold. The office was originally opened as the Middle Division Grain Co. over 30 years ago, which was succeeded by the Rogers Bacon Grain Co. and then by the Rogers Grain Co.

## CHICAGO NOTES.

A Board of Trade membership sold Dec. 14 at \$10,600 net to the buyer. Five have been sold at this price.

The Wabash Railway Co. has let a contract for a 1,000-bu. Hess Drier to be placed in the Wabash Elvtr., which was recently leased by the Bartlett Frazier Co.

F. J. Quinn, who has been traffic mgr. for the Froedtert Grain & Malting Co., is closing up its business at Chicago, shipping out grain, and the Illinois Central Elvtr. has been emptied.

The application of the Chicago Board of Trade Warehouse Corporation for a license to do business was postponed at the Dec. 15 meeting of the Illinois Commerce Commission. The present postponement is until Jan. 11.

A. R. (Bert) Taylor, formerly mgr. for the Froedtert Grain & Malting Co., which has discontinued its operation of the Illinois Central Elvtr., has returned to Milwaukee, Wis., and formed a connection with F. S. Lewis & Co., of Chicago, as solicitor.

The Norris Grain Co. has taken over the lease of the Illinois Central Elvtr. at the mouth of the Chicago River, and will take possession Jan. 1. John Shawcroft will be superintendent. The plant will be operated as a private house, and no important changes are contemplated, says Howard Lipsey.

A settlement has been effected with the creditors of Dean, Onatavia & Co., who failed more than two years ago. Chicago creditors who hold 5-year notes are to get 16 cents on the dollar. New York creditors holding 2-year notes are to receive 31 cents and the balance in preferred stock of the Rosenbaum Grain Corporation. Each group of creditors had claims aggregating \$1,250,000, the total being \$2,500,000.

Henry Rang & Co. have announced that due to the active heads engaging in other business, the company will retire from business Dec. 31, and will be succeeded by W. G. Moorhead & Co., who will conduct the business at the same location in the Utilities Bldg. The Moorhead company will also take over the office at Milwaukee. The office at Sioux City will be closed. E. F. Havey will be in charge of the receiving end of the business.

The Board of Trade Craftsmen, a club whose membership is composed of Masons, identified with the Board of Trade, held a recent meeting in the LaSalle Hotel. The meeting was one of the three that is held each year by the club which has a membership of 500. Guy Warren is pres.; Charles Rhode, treas.; Lyman West, recording sec'y; Clarence Dexter, financial sec'y. Sam Raymond, first pres. of the club, arranged the entertainment. Among the speakers was Edwin A. Doern, who discussed the plans for the new Board of Trade building.

## INDIANA

New Harmony, Ind.—We have quit the grain business.—Ezra Stephens Corporation.

New Market, Ind.—The Busenbark Grain Co. had a small fire in its plant on Dec. 9.

New Palestine, Ind.—The New Palestine Elvtr. Co. is installing a Hughes Mixer.

Huntingburg, Ind.—The Wallace Mlg. Co. has increased its capital by \$30,000 common stock.

Pendleton, Ind.—Fire of unknown origin burned the elvtr. of the Harris Grain Co. on Dec. 20.

Logansport, Ind.—The Farmers Grain Dealers Ass'n of Indiana will hold a convention here Feb. 23 and 24.

Burkett, Ind.—The Burkett Elvtr. Co. has installed new elvtr. equipment furnished by the Sidney Grain Machinery Co.

Manilla, Ind.—The Rush Shelby Grain Co. has installed a McMillin Wagon and Truck Dump, the same to be motor driven.

Huntertown, Ind.—The Huntertown Grain Co. has equipped its plant with a McMillin Combination Wagon and Truck Dump.

Ft. Wayne, Ind.—A. C. Wolfe, correspondent for the Beach-Wickham Grain Co., has closed his local office and opened one at Streator, Ill.



Bridgeport, Ind.—The Bridgeport Supply Co. has increased its storage capacity 5,000 bus. A hammer mill and wagon and truck dump have been installed.

Bluffton, Ind.—David A. Shelly, aged 67, mgr. of the Studabaker Grain & Seed Co., died suddenly following a heart attack. His wife and five children survive.

Loogootee, Ind.—Fred A. Stewart of Indianapolis and his brother, Ralph Stewart of Huntingburg, have bot the Loogootee Mlg. Co. and will continue the business.

Indianapolis, Ind.—The many friends of Bert A. Boyd will be pleased to learn that he is rapidly improving from his recent indisposition and hopes to be back at his desk shortly.

Kokomo, Ind.—The P. H. McCormick Co. incorporated; capital stock, \$10,000; to deal in feed, grain, cereals and flour; by Parry H. McCormick, Anna M. McCormick and Frank G. Eateringer.

Sharpsville, Ind.—John Keifer of Elwood has bot the plant of the Sharpsville Mill & Elvtr. Co. J. J. Batchelor, who has been in charge of the business for the past 12 years, will retire from the grain business and devote his entire time to his office of township trustee.

Carthage, Ind.—Rich Reed of Rushville, Ill., has bot the elvtr. of the Hill Grain & Coal Co. The coal business, including office and other buildings, with the exception of the elvtr., were bot by C. E. White & Son, hardware dealers. This was the business of Rowland H. Hill who died last September.

## IOWA

Valley Junction, Ia.—The A. K. Emrich Grain Co. is opening a local office.

Parkersburg, Ia.—The Central Iowa Grain Dealers Ass'n will hold a dance here the evening of Jan. 5.

Walcott, Ia.—Stockholders and patrons of the Farmers Elvtr. Co. met Dec. 9 to dedicate their new feed house.

Joice, Ia.—E. H. Emke & Son, who recently bot the elvtr. of W. W. Wheeler, will operate it under the name of the Joice Grain Co.

Garland (Morning Sun p. o.), Ia.—An involuntary petition in bankruptcy has been filed against the Garland Elvtr. & Supply Co.

Mondamin, Ia.—The Farmers Co-op. Co. has taken possession of Wallace Bros. Elvtr., which it recently bot. Fred Maywald is mgr.—Art Torkelson with Lamson Bros. & Co.

Emmetsburg, Ia.—J. R. Martin is the new mgr. of the A. K. Emrich Grain Co., taking the place of Royal Emrich who will go to Sioux Falls, S. D., to manage the office there.

Sioux City, Ia.—The local office of Henry Rang & Co. will be closed Dec. 31. R. E. Mangan will continue in charge of the South Dakota line of elvtrs. of the Fleischmann Malt- ing Co.

New Hampton, Ia.—The Chickasaw Mill Corporation has increased its capital stock to \$60,000. The company recently bot another mill at Cedar Falls, which will be managed by H. I. Brown.

Davenport, Ia.—The Davenport Elvtr. Co. has installed a 500-bu. Randolph Drier with Tex-Rope Drive on fans, driven by Allis-Chalmers Motors. The new drier room in which the equipment has been placed is of all-steel construction.

Monticello, Ia.—We will handle corn and oats and also do custom grinding. We are located on the C., M. & St. Paul Railway.—E. H. Hui-bregtse, prop., Monticello Mill & Elvtr. (A description of the new elvtr. appeared in our previous issue.)

Palo, Ia.—The elvtr. of the Palo Livestock Grain & Lumber Co. burned Dec. 22. It contained 10,000 bus. of grain. Six automobiles were also burned. Local authorities give spontaneous combustion as the cause. The loss is partially covered by insurance. The elvtr. of the same company burned five years ago.

Group meetings of representatives of farmers' elevators are being held at various points over the state. A meeting of the Farmers Grain Dealers Ass'n of Butler and Franklin Counties was held at Hampton on Dec. 14. The Hardin and Grundy district held a meeting at Eldora on Dec. 16. Representatives of farmers' elvtrs. in Lyon County held a meeting at Rock Rapids Dec. 6, and those of Clay and Dickinson Counties met in Spencer Dec. 8.

Ida Grove, Ia.—C. C. Crawford is building a double crib for popcorn. The plant now has a storage capacity of about half a million pounds.

## KANSAS

Salina, Kan.—The Western Star Mill has in- stalled a six-cylinder diesel engine.

Arcadia, Kan.—Earl James has improved his elvtr. and installed new equipment.

Hardtner, Kan.—The Larabee Flour Mills has bot the plant of the Burd Elvtr. Co.

Wetmore, Kan.—Mr. Hastings of Fredonia has bot the local elvtr. of W. M. Rockway.

Harveyville, Kan.—The Harveyville Grange Co-op. Elvtr. has installed a 20-h.p. motor.

Piqua, Kan.—The Piqua Elvtr. Co. is remodel- ing its elvtr. and will install electrical power.

Courtland, Kan.—The elvtr. of Bossemeyer Bros. was slightly damaged by a windstorm on Dec. 7.

Frizell, Kan.—The east elvtr. of H. E. Hill burned Dec. 16. The engine room and office also burned.

Ruleton, Kan.—The elvtr. recently completed by the Morrison Grain Co. will be managed by J. C. Gernhart.

Milan, Kan.—Mail addressed to the Milan Grain & Live Stock Co. has been returned marked "Disbanded."

Corning, Kan.—F. L. Bunds and Howard Gibbs, both of Clifton, have leased and will operate the Corning Elvtr.

Clearwater, Kan.—The basement of the Farm- ers Co-op. Elvtr. Co.'s plant has been re- modeled to make it waterproof.

Johnson, Kan.—The Collingwood Grain Co. has commenced work on a new elvtr. The company expects to build an elvtr. at Big Bow, Kan., soon.

Hutchinson, Kan.—Russell Payne, ass't mgr. of the grain department of the Consolidated Flour Mills Co., was married recently to Miss Alta Siegle.

Kinsley, Kan.—I changed my grain business from the Fairchild Feed & Elvtr. Co. to the Fairchild Feed Co. and have installed a small commercial feed grinder and mixer and am manufacturing commercial stock feeds.—S. J. Fairchild.

Anthony, Kan.—Grain buyers of Harper County and vicinity attended a meeting at the Morrison Hotel on Dec. 7. E. A. Stokdyk, mar- keting specialist from the State Agricultural College, addressed the meeting. Buying of grain on grade and protein tests was discussed.

Atchison, Kan.—The plant of the Pillsbury Flour Mills Co. was slightly damaged by a dust explosion Dec. 12. The explosion occurred on the roll floor from a loose piece of steel in the rolls, wrecking several sifters and some of the spouting. Two operatives suffered slight burns.

Topeka, Kan.—Marcus Andlauer, mgr. of the Ismert-Hincke Mlg. Co., was killed Dec. 11 by a passenger train which struck his car at a crossing near St. Marys. Mrs. Andlauer, the only other occupant of the car, was killed also. They leave three children, the oldest 13 years old. The Ismert-Hincke company operates a grain elvtr.

The following have recently been admitted to membership in the Kansas Grain Dealers Ass'n: S. R. Scott, Neosho Falls; Union Mill & Elvtr. Co., Severy; Chester E. Harris, Burden; Cedar- vale Co-op. Co., Cedarvale; Farmers Co-op. Elvtr. & Mercantile Co., Duquoin; Shriver & Son, Coats; Garden City Co-op. Equity Ex- change, Garden City; Co-op. Equity Exchange, Missler; Co-op. Elvtr. & Supply Co., Mead; Farmers Grain & Supply Co., Hugoton; In- dependent Co-op. Grain & Mill Co., Stafford; Langdon Grain Co., Langdon. This addition makes a total of 76 new members admitted to membership during the current year.—E. J. Smiley, sec'y.

## KENTUCKY

Oakland, Ky.—Wind blew down part of the guttering on the elvtr. of the Oakland Mlg. Co. recently.

Louisville, Ky.—Lee Callahan of Callahan & Sons has been commissioned by Governor Fields as a member of the My Old Kentucky Home Commission, which has charge of the state property known as My Old Kentucky Home at Bardstown.

Springfield, Ky.—The Haydon Mill & Grain Co. is building a 40,000-bu. two-story warehouse for grain and feeds.

Danville, Ky.—The old Anderson & Spillman elvtr. burned early the morning of Dec. 6. The property is now owned by J. Creer who con- ducted a wholesale candy and cigar business.

## LOUISIANA

New Orleans, La.—New officers of the Cotton Exchange are: Edgar B. Stern, pres.; J. P. Henican, vice-pres.; D. Vila, treas.; Colonel H. G. Hestor, sec'y; Edward S. Butler, H. R. Gould, S. Newberger, A. M. West, Russell Clark, John M. Parker, Jr., Henry G. Stafford, Edward M. Gueydan, C. P. Ellis, Jr., Henry Hellberg, J. M. Bowen, Walter B. Keifer, Edward Namin, C. W. Butler, directors.

## MARYLAND

Hagerstown, Md.—D. A. Stickell & Sons' elvtr. burned Dec. 20. There was some damage to the stock in the mill.

### BALTIMORE LETTER.

Baltimore, Md.—The Wabash Railroad Co. has applied for membership in the Chamber of Commerce.

Baltimore, Md.—Edward D. Legg of Legg & Co. slipped and fell on an icy pavement recently and broke the instep bone in his left foot.

Baltimore, Md.—The following have applied for membership in the Chamber of Commerce: E. Kurtz Woodland, John W. Emory, Henry G. Lehman, Earl C. Wight and John D. Howard.

Goldsborough Bros., incorporated; capital stock of 1,000 shares, par value \$10; by Louis P. Goldsborough, Anna G. Tapley and Edgar A. McCauley. The company will deal mostly in options, very little cash business.

Baltimore, Md.—The following nominating com'tee for the Chamber of Commerce has been named: Eugene Blackford, T. Murray Maynad- ier, W. Leroy Snyder, Frank S. Dudley and John Merryman. The annual election will take place in January.

## MICHIGAN

Flint, Mich.—J. P. Burroughs & Son have in- stalled a Sidney Manlift.

Holley, Mich.—The Holley Grain Co. is in- stallng a Munson Mixer.

Howell, Mich.—Metal siding was blown off the elvtr. of the Howell Elvtr. Co. recently.

Ida, Mich.—The Ida Farmers Co-op. Co. has installed a McMillin Wagon and Truck Dump.

Perrinton, Mich.—C. J. Bernard of St. Louis and Henry Kennett of North Star have bot the plant of the Stockbridge Elvtr. Co. The elvtr., which has been closed for four years, will be remodeled and reopened.

## MINNESOTA

St. Charles, Minn.—Wm. Ihrke, mgr. of the Farmers Elvtr. Co., died suddenly at his home Dec. 4, aged 55 years. Mr. Ihrke was born in Germany. He lived at Dover for 20 years and operated an elvtr. there. Then he moved to St. Charles and operated an elvtr. in partnership with W. M. Rose, the property being sold five years ago to the Farmers Elvtr. Co.

### MINNEAPOLIS LETTER.

The directors of the Chamber of Commerce were to sell the membership of T. H. Hagen to the highest bidder on Dec. 22, to satisfy assess- ments which have been delinquent for more than a year.

We completed our new million bus. concrete addition about Nov. 25 and this new storage has been in use ever since. The supt. in charge is Jack Coughlin.—O. F. Bast, general mgr., Union Elvtr. Co.

F. H. Peavey & Co. and C. C. Martin have acquired control of the Flaxinum Insulating Co. This company manufactures from flax a variety of insulating and deadening felts, plas- ter and stucco bases.

Requests for transfer of membership in the Chamber of Commerce have been posted from E. L. Phelps to Louis T. Phelps and from A. R. McCrae to Wm. R. Nightingale. A petition for a traveling representative license has been posted for Lewis T. Evans.



The new storage of a half million bu. capacity was completed in our elvtr. a day or two before Nov. 1 and the storage room was filled within two weeks. This work was done by the Pegles Construction Co. and we were taking in grain 60 days after the work of excavation started, probably the fastest construction on this type of storage that has ever been done in this market.—J. W. Greer, vice-pres., Marfield Grain Co.

The Chamber of Commerce has awarded the contract for wrecking its old building, built 40 years ago, to make way for the new one. Construction will start late in February or early in March. The com'te will make the new building seven stories, instead of six as previously announced. It will cost about \$350,000. B. B. Sheffield has leased the entire sixth floor of the new building for headquarters of the Commander-Larabee Corporation.

## MISSOURI

St. Joseph, Mo.—Work has commenced on the elvtr. of the Famo Feed Co.

Jasper, Mo.—The elvtr. of the Morrow-Kidder Mfg. Co. was slightly damaged by fire Dec. 19.

Noel, Mo.—Otto Periman, C. A. King, E. C. Williams and John Ingerwerson have bot the feed and grist mill of John McAarter.

St. Joseph, Mo.—C. H. Blake of Atchison, Kan., was recently elected a member of the Grain Exchange on transfer from E. P. Peck.

El Dorado, Mo.—C. H. Cook has bot the interest of Troy Shoemaker in the retail department of the El Dorado Mill & Grain Co. Gerald Cook, son of E. H. Cook, will operate the retail department.

Joplin, Mo.—The elvtr. and mixed feed plant of the Boyd-Pate Grain & Mfg. Co. burned recently with a loss of \$75,000. Plans for rebuilding have not as yet been announced. This is the second fire loss for this company within a year.

St. Joseph, Mo.—The Quaker Oats Co. has leased the elvtr. of R. J. Pendleton at Elwood, Kan. It has a capacity of 500,000 bus. and will give the Quaker Oats Co. storage facilities of more than 1,000,000 bus. in the St. Joseph territory. Jesse Pugh will be supt. of the elvtr.—P.

## KANSAS CITY LETTER.

Effective Jan. 1, the Missouri state inspection department will reduce its charge for weighing grain at public and private elvtrs. from \$1 to 75 cents per car.

W. C. Goffe of Goffe & Carkener, Inc., is now vice-pres. in charge of the agricultural department of the Chamber of Commerce. He is a former pres. of the organization.

The National Mfg. Co., subsidiary of the National Biscuit Co., is considering erecting a 2,000-bbl. flour mill, according to Major Harvey J. Owens who will become vice-pres. on Jan. 1.

The Davidson Mill & Elvtr. Co. has enlarged its offices in the Board of Trade Bldg. The Great Western Elvtr. Co. has moved its offices to larger quarters on the sixth floor of the same building.

Frank C. Blodgett, formerly vice-pres. of the Nye-Jenks Grain Co., has applied for membership in the Board of Trade on transfer from B. H. Brown, formerly of the Norris Grain Co. Mr. Blodgett will be connected with the Ernst-Davis Commission Co.

Lewis W. Sanford has applied for membership in the Board of Trade on transfer of John Kellogg. The membership was bot some time ago for \$6,000, including the transfer fee of \$500. A more recent sale was made for \$7,000, and it is understood latest bids are \$7,500 transferred. There are offers at \$8,000 transferred.

The A. E. Staley Mfg. Co. has leased for 5 months the Wabash Elvtr. which has a capacity of 2,000,000 bus. The company will use it as a storage house and will not engage in any merchandising trade. G. A. Aylsworth of the Great Western Elvtr. Co. will be in charge of the elvtr. and will buy for the company. Mr. Staley has bot the membership of A. R. Pierson in the Board of Trade for \$7,000.

C. M. Hardenbergh was elected pres. of the Grain Club at its annual meeting the night of Dec. 19. He will succeed H. C. Gamage. J. Wooldridge was chosen vice-pres. to succeed W. J. Mensendieck. W. W. Fuller was re-elected sec'y-treas. New members elected were S. S. Carlisle, L. C. Worth, H. J. Dwyer, J. Juul, J. H. Martin, C. E. Fisher, K. J. Bartsch, A. S. Walters, C. A. Gray, Soma Peto and Harry G. Randall.

W. H. Marshall and J. A. Thies have been nominated as candidates for pres. of the Board of Trade for 1928, to succeed C. M. Hardenbergh. J. J. Kraettii, will be first vice-pres. automatically and his successor as second vice-pres. will be between Stanley Christopher and R. A. Jeanneret. Nominees for six directors are C. M. Black, F. B. Clay, W. G. Hoover, E. E. Klecan, W. B. Lincoln, W. W. Marshall, W. I. Mensendieck, P. A. Murphy, H. G. Randall, N. S. Shannon, H. J. Smith, Paul Ohlmann. Five members of arbitration com'te will be selected from the following: S. S. Carlisle, T. L. Cockle, O. T. Cook, G. L. Davis, E. F. Emmons, W. W. Fuller, M. H. Howard, E. M. Jolley, H. C. Stevenson, F. H. Udell. The election will be Jan. 3.

## ST. LOUIS LETTER.

Austin Morton has applied for membership in the Merchants Exchange on transfer from H. C. Altmansberger.

The memberships of H. E. Merrell, Kansas City, and John Kellogg, Chicago, in the Merchants Exchange have been posted for sale and transfer.

The annual meeting of the Grain Club was held at the Statler Hotel the evening of Dec. 13. Geo. C. Smith, director of the industrial bureau of the Industrial Club, gave an address.

Chas. E. Valier, pres. of the Merchants Exchange, has appointed the following nominating com'te to select officers to be voted upon at the annual election Jan. 11: John O. Ballard, E. C. Dreyer, W. J. Edwards, A. V. Imbs and C. O. Lamy.

Robert C. Napier, aged 58, former pres. of the dissolved Moffitt & Napier Commission Co., died recently of heart disease. He is survived by a son, Robert C., Jr., of Chicago and a daughter, Ruth, of Webster Grove. His wife died three years ago.

W. T. Brookings was elected pres. of the Grain Club at its annual meeting. F. C. Orthwein was chosen vice-pres., and W. B. Christian, sec'y-treas. The executive com'te is composed of the officers and W. J. Edwards, Roger P. Annan, John O. Ballard, Woodson K. Woods and H. F. Beckman.

## MONTANA

Columbia Falls, Mont.—I am now the agt. for the Rocky Mountain Elvtr. Co., succeeding A. D. Priest who was here for a number of years.—T. J. Sollom.

Lewistown, Mont.—The new mill has not materialized so far, but we hope it will next year before the fall season starts. Don't think that we will bother with an elvtr. in the start, but may later on. We hope to have the proposition financed early so we can operate with the new crop next year.—Grass Range Mfg. Co.

## NEBRASKA

Kenesaw, Neb.—The Real & Easterday Grain Co. has installed a 12-ton truck scale at its elvtr.

Beverly, Neb.—Earl Burkhart, aged 38, local mgr. for F. C. Krotter & Co., died suddenly Dec. 10.

Preston, Neb.—F. F. Schneider has succeeded John Pearson as mgr. of the Farmers Union Co-op. Ass'n.

Garland, Neb.—The Farmers Grain Co. has installed a scale supplied by the American Machinery & Supply Co.

Petersburg, Neb.—The Petersburg Elvtr. Co. has installed a truck lift supplied by the American Machinery & Supply Co.

Licenses of all grain warehouses will expire Jan. 1 and all companies are required to renew their licenses before that date.

Howe, Neb.—E. A. Rhodes of Auburn has leased the elvtr. of G. S. Wheeler which has been operated by W. T. Conner.

Albion, Neb.—The Albion Elvtr. Co. will discontinue business. The company was organized 25 years ago and the charter expires this month.

Cedar Creek, Neb.—Andy Thomson, mgr. of the Farmers Elvtr. Co., died at Omaha after an illness of several months. He was 60 years old and is survived by his mother, now almost 95, his wife, two daughters and a son.

## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

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These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

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## Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

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## Grain Dealers Journal

309 S. La Salle St. Chicago, Ill.



Verdigré, Neb.—The elvtr. of Emil Schreier, which has been closed for the past few years, will reopen for business soon. It is the only elvtr. here.

Creighton, Neb.—The elvtr. of the Nye Jenks Grain Co., which has been closed for three years, was reopened Dec. 1. Guy Benedict has resumed his duties as agt.

Superior, Neb.—I am strictly in the retail business. I am the successor to Reed & Weir, having bot Mr. Weir's share. I operate under my own name.—S. N. Reed.

Pawnee City, Neb.—An elvtr. here was sold at sheriff's sale for \$1,000. During the World War it was valued at more than ten times its sale price. Why such depreciation?

Nebraska City, Neb.—Elvtrs. of the Bartling Grain Co. here, at Paul, Douglas and Wymore were sold recently at public auction as a part of the bankruptcy proceedings against the company.

Crab Orchard, Neb.—The elvtr. of the Farmers Union Co. burned Dec. 8. The fire is believed to have started in the engine room. There was little grain in the building, due to the moving of a shipment of three cars of corn the day previous. The company will build a modern plant to replace the burned one.

#### OMAHA LETTER

E. A. Beardsley, grain broker, who has been ill at his home for the past two months, is improving slowly.

Members of the Grain Exchange raised an \$800 Christmas fund for the World-Herald Good Fellowship and the Bee-News Shoe Fund.

Wm. J. Hynes continues as treas. of the Grain Exchange, G. F. Pristy having declined the office and Mr. Hynes consenting to act for another year.

The following com'ites were appointed recently for the Grain Exchange: Appeals, J. A. Linderholm, chairman, C. D. Sturtevant, O. H. Gibbs, R. J. Moes, Axel Nielsen; Arbitration, E. A. Lucke, chairman, Jas. Trimble, J. W. Holmquist, C. W. Adams, J. T. Buchanan; grain, J. T. Buchanan, chairman, E. C. Twamley, I. C. Harden, J. A. Cole, L. L. Quinby, J. A. Linderholm, R. E. Miller, R. J. Southard, C. H. Wright, J. L. Welsh, C. J. Parrott, M. I. Dolphin.

#### NEW ENGLAND

Boston, Mass.—John M. Knowles has applied for membership in the Grain & Flour Exchange.

Holyoke, Mass.—F. G. Burnham, who has been in the grain business for many years, was elected mayor recently.

Boston, Mass.—For 12 years Lyman G. Smith and the writer were associated with the firm of Jaquith, Parker, Smith & Co. and previously both of us were with the B. W. Banlett Co. Mr. Jaquith did not want to continue as he had very heavy outside interests, and so Mr. Smith and the writer have formed the new concern.—D. F. Parker, Parker, Smith & Co.

#### NEW YORK

Jamesville, N. Y.—The flour mill of T. B. Herrington burned Dec. 16 with a loss of \$50,000.

Hammondsport, N. Y.—Robert H. Howell will erect a tile feed mill to replace the one which burned recently.

Jamestown, N. Y.—The elvtr. of the D. H. Grandin Mfg. Co. has been completed. It is the first mill elvtr. to be built here. It was designed by the A. E. Baxter Engineering Co. and constructed by Jones & Hettelsater.

Waterloo, N. Y.—Pratz, Kime & Pratz have filed a voluntary bankruptcy petition, listing liabilities of \$150,000, including direct claims of \$82,000 and contingent claims of \$68,000, and assets of about \$25,000, largely accounts receivable. This firm was incorporated in 1917.

Buffalo, N. Y.—The Standard Milling Co. has let the contract to the Jas. Stewart Co. for a 3,000,000-bu. reinforced concrete elvtr. with two marine towers on Buffalo Creek. Provision will be made for a second storage unit of 3,000,000 bus. capacity and a flour mill of 30,000 bbls. daily capacity will be built later.

#### NEW YORK CITY LETTER

New York, N. Y.—Douglas Hunt, aged 53 years, cashier for Samuel Knighton & Sons, Inc., for many years, died Dec. 12 from a stroke.

Geo. J. Schwimmer, treas. of the Canada Atlantic Grain Export Co., and a member of the Produce Exchange, died recently at the age of 29.

Geo. E. Shaw, founder of the Shaw-Truesdell Co., and one of the oldest members of the Produce Exchange, died recently at the age of 79. He is survived by a son, Earle T. Shaw.

Trading in wheat futures, which was re-established on the New York Produce Exchange in August, 1926, was discontinued Dec. 13 owing to a lack of interest and a gradual decline in business. All open contracts have been evened up.

The Produce Exchange gave its annual Christmas celebration for the poor children of lower New York the evening of Dec. 24. There was a regular circus for the children in addition to baskets of gifts. During the circus performance a band of 60 pieces played.

#### NORTH DAKOTA

Steele, N. D.—The Powers Elvtr. Co. is erecting an 18x24 ft. addition.

Pembina, N. D.—Mail addressed to the Farmers Elvtr. Co. has been returned marked "Out of business."

Ashley, N. D.—Mail addressed to the Farmers Co-op. Elvtr. Ass'n has been returned marked "Out of business."

Jamestown, N. D.—The Occident Elvtr. Co. has completed a feed plant and feed warehouse. An attrition mill has been installed for feed grinding.

Timmer, N. D.—Mail addressed to the Timmer Farmers Grain Co. has been returned marked "Out of business." This company built an elvtr. in 1916.

McClusky, N. D.—The office and part of the driveway of the Occident Elvtr. Co. were burned Dec. 7. The fire was caused by an overheated stove in the office.

Shepard (Cooperstown, p. o.), N. D.—The plant of the Shepard Farmers Elvtr. Co. was slightly damaged by a fire on Dec. 14. The fire started in the office.

Pembina, N. D.—Mail addressed to the Pembina Grain & Lumber Co. has been returned marked "Out of business." The elvtr. of the company burned last April.

Finley, N. D.—The St. Anthony & Dakota Elvtr. Co. has installed a Diamond Huller single 24-in. attrition electric driven feed mill, also spouted from elvtr. to feed mill so grain can be dumped in pit and shoveling of loads to be ground done away with. The company now has an up-to-date plant, everything electrically equipped.—J. C. Walters, agt.

#### OHIO

Gallipolis, O.—G. E. Bush has bot the mill of Neal & Faudree at bankruptcy sale.

Washington, C. H., O.—Earl McLean, mgr. of the Washington Mfg. Co., has been quite ill.

Thornville, O.—W. M. Morgan & Co. have installed feed grinding equipment in their elvtr.

London, O.—John B. Van Wagener, grain dealer and banker, died recently at the age of 72 years.

Spencer, O.—The Spencer Equity Exchange Co. has bot a mill and installed equipment for feed grinding.

Steubenville, O.—Chas. M. Rhodes, engaged in the grain brokerage business for a number of years, died recently.

Arcanum, O.—S. A. Myers has finished installing new ball-bearing sheller furnished by the Union Iron Works, also a J-B Mill.

Toledo, O.—Robert DeVore, son of Harry DeVore, has returned to his father's office after spending a time at newspaper reporting.

Toledo, O.—The Produce Exchange held a banquet the evening of Dec. 19 in honor of Wallace Applegate, pres., who is going to New Mexico for a couple of months.

Toledo, O.—Birthday anniversaries have been frequent among the grain trade. Harry Devore of H. W. Devore & Co. was 48 on Dec. 14 and Joe Streicher of J. F. Zahm & Co. was 37 on the following day. F. O. Paddock passed his 74th milestone on Dec. 16.

Prairie Depot, O.—The name of this p. o. has been changed to Wayne. There is only one elvtr. here, the Prairie Farmers Co-op. Co.

Celina, O.—The Palmer-Miller Co. has finished installing a large size roller bearing sheller furnished by the Sidney Grain Machinery Co. The company now has a roller bearing sheller and ball bearing cleaner.

Toledo, O.—A farewell dinner was held for W. I. Nokeley, traffic commissioner of the Chamber of Commerce and the Produce Exchange, who has accepted a position with the Michigan Alkali Produce Co.

#### OKLAHOMA

Talihina, Okla.—C. D. Simmons of Spiro has opened a feed and flour mill.

Bixby, Okla.—The Bixby Flour & Feed Co. has opened its new feed mill.

Lookeba, Okla.—The combined elvtr. and seed house of Johnston & Warren is nearing completion.

Helena, Okla.—Mail addressed to Agt., Arkansas City Mfg. Co., has been returned marked "Elvtr. closed."

Durant, Okla.—The Planters Mill & Elvtr. Co. incorporated; capital, \$10,000; by C. N. McElreath, J. C. Collier and Ott Reeves.

Enid, Okla.—G. C. Rhodes, federal grain inspector, has been conducting a class in grain judging for 21 local grain dealers.—P.

Blue Jacket, Okla.—The Blue Jacket Mill & Elvtr. Co., of which John Schenck, Jr., and E. R. Russell were props., has been succeeded by the Russell Grain Co.

Enid, Okla.—W. C. Williams, who formerly had an office in the Board of Trade Bldg., has moved to Cameron, Mo., to accept a position with the Federal Land Bank of Kansas City.

Oklahoma City, Okla.—Agitation for the building of a terminal elvtr. continues and it is believed the local Chamber of Commerce will make it an order of special business after the first of the year.

Oklahoma City, Okla.—Whit M. Grant, who established the Oklahoma City Mill & Elvtr. Co. in 1900, died recently. He was the first local mayor under the commission form of government, serving in 1910.

Kingfisher, Okla.—Otto Zalabak of the Zalabak Grain Co. is reported missing. He was making a trip to Amarillo and Oklahoma City and failed to return home. His car was found near Yukon with a few bullet holes thru the body. It is thought he may have been robbed and possibly killed.

Chickasha, Okla.—The name of the Linton Grain Co. has been changed to the Linton-Goldsmith Grain Co. Fred Linton is to continue as pres. and mgr. of the grain department and will buy and sell grain. Ned H. Goldsmith is sec'y-treas. and general mgr. and will assist in buying and selling grain.—Linton-Goldsmith Grain Co.

Oklahoma City, Okla.—W. L. Perkins, commission merchant and grain broker, died Dec. 9 at the age of 61 years. He had been in poor health for the past two or three months with complications, asthma, rheumatism and heart trouble. He leaves a wife, one daughter and two sons. Mr. Perkins had been active in the grain business at Oklahoma City for the past 15 years. He had a wide acquaintance and was well known throughout the state. He will be greatly missed and mourned by many friends and acquaintances with whom he had been closely associated for many years.—C. F. Prouty, sec'y, Oklahoma Grain Dealers Ass'n.

#### OREGON

Aloha, Ore.—The Aloha Grain & Feed Store has installed a feed mixer.

Portland, Ore.—Discussions are still going on concerning the construction of additional storage space for wheat by the Dock Commission. Borings were being made recently on terminal property. No decision is expected for some time.

Maupin, Ore.—Henry Seethoff, head of the Central Oregon Mfg. Co., was killed when the truck he was driving skidded on an icy road, turned around and went over the bank. He is survived by his widow, two daughters and an adopted son. His plant includes an elvtr.



## PENNSYLVANIA

Philadelphia, Pa.—The annual Christmas party of the Commercial Exchange, the Flour Club and the Maritime Exchange was held in the Bourse on Dec. 23. Over 500 children from charitable organizations thruout the city were invited.

Centerville, Pa.—The flour mill of Howard C. Hutchinson burned Dec. 13. It is believed a leaking roof above a 30-ton bin of gluten meal permitted water to reach the meal and result in combustion. The loss is estimated at \$30,000, largely covered by insurance.

Philadelphia, Pa.—The Reading Railroad's new \$4,000,000 elvtr., which is operated by the Philadelphia Grain Elvtr. Co., was placed in operation Dec. 15, two and a half years after work was started. It has a capacity of 2,500,000 bus. There is a 850-ft. conveyor gallery bridge across the railroad yards to a pier, along its flanks four large steamships and two barges may be berthed for simultaneous loading. Two automatic grain-car unloaders have been installed in a train shed adjacent to the workhouse. Eight cars or 40,000 bus. can be unloaded in an hour. A 25,000-bu. an hour belt conveyor carries the grain from the cars to three elvtrs. in the workhouse. The workhouse is equipped with automatic grain unloading machines, grain cleaning and separating machines, storage annex and grain driers. There are 110 cylindrical bins, each having a capacity of 15,000 bus., also 86 bins located between the cylindrical bins, having a total capacity of 350,000 bus., while the workhouse has a storage capacity of 500,000 bus.

## SOUTH DAKOTA

Parkston, S. D.—The Parkston Mlg. Co. has opened for business with John Litz as mgr.

Hudson, S. D.—Mail addressed to G. E. Calnon has been returned marked "Unclaimed."

Mobridge, S. D.—The Mobridge Livestock Shipping Ass'n is considering erecting a farmers elvtr.

Dempster, S. D.—The Dempster Co-op. Grain Co. has built new coal sheds and installed electric power in its elvtr.

Sioux Falls, S. D.—Royal Emrich of Emmetsburg is now in charge of the local office of the A. K. Emrich Grain Co.

Dupree, S. D.—Verdo Rinehart is the new mgr. of the Farmers Elvtr. Co. The former mgr., Omer Vance, resigned to engage in a general mercantile business here.

Betts (Mt. Vernon p. o.), S. D.—The elvtr. of the Farmers Union Co. burned Dec. 20. The fire is believed to have started from an overheated stovepipe in the office. More than 100 farmers of the locality formed a bucket brigade, but were unable to stop the blaze. There was about 1,200 bus. of oats in the elvtr. and 700 bus. of wheat.

## SOUTHEAST

Atlanta, Ga.—The Atlanta Mlg. Co. has installed a sheller and cleaner.

Middletown, N. C.—The Middletown Grain & Seed Co. incorporated; capital stock, \$10,000; by Thos. D. Davis, Mattie U. Davis and T. C. Spencer.—P.

Albany, Ga.—Julian Reynolds, who operated a grain brokerage business under his own name, died recently. His wife is planning to carry on the business.

Bedford, Va.—The Bedford Roller Mills, Inc., has changed its name to the Bedford Mlg. Co., Inc., and increased its capital stock from \$25,000 to \$50,000.

Birmingham, Ala.—The Ploesser-Knecht Flour & Grain Co., Inc., has completed a 200-bbl. mill. The mill is equipped with feed grinding machinery of the latest type.

Washington, D. C.—Samuel J. Hodges, 52 years old, for a number of years connected with the grain business established by his father, the late G. T. Hodges, died Dec. 6 at Shepherdstown, W. Va.

## TENNESSEE

Union City, Tenn.—J. S. Adams, grain buyer for the Waterfield Grain Co., died recently.

Martin, Tenn.—The mill roof of the Stafford Mlg. Co. was slightly damaged by windstorm recently.

Nashville, Tenn.—Hugh McGavock, former local grain dealer, died recently at a local infirmary, aged 71 years.

Memphis, Tenn.—James B. McGinnis, sec'y of the Merchants Exchange, has been named a member of the municipal terminal board for a term of five years.

Nashville, Tenn.—Chas. A. Hill, former sec'y-treas. of the Hill Grain Co., has been convicted of embezzlement of the company's funds and sentenced to four years in prison. A new trial will be asked.

## TEXAS

Kosse, Tex.—J. W. Cooper is building a new mill.

Kaffir Switch (Happy p. o.), Tex.—The office and warehouse of the W. C. Cowan Grain Co. burned Dec. 8.

Floydada, Tex.—I have bot the half interest of my brother, C. W. Boothe but will still run the business as Boothe Bros.—J. F. Boothe.

Hillsboro, Tex.—The stock of grain, seed and automobile tires of J. C. Wall, prop. of the Hillsboro Grain Co., burned recently. The loss of \$3,000 is partially covered by insurance.

Lubbock, Tex.—The Whaley Elvtr. Co. is rapidly completing its 500,000-bu. concrete elvtr. It is of fireproof construction. The work is being done by the Jones-Hettelsater Construction Co.

Wildorado, Tex.—Two robbers who were attempting to rob the Wildorado Grain & Mercantile Co. were shot down by a watchman. One of the men shot was an escaped convict. Both men will recover. According to the watchman, five men were attempting to rob the store. He fired six times and the robbers fired about ten times.

## WASHINGTON

Winlock, Wash.—The Farmers Mercantile Co. has installed a feed grinder and mixer.

Seattle, Wash.—The Grain Exchange has established a grain sample trading market.

Pomeroy, Wash.—Owsley & Co. of Walla Walla are opening a branch here which will be in charge of Kenneth Owsley.

Seattle, Wash.—The Seattle Port Commission has completed the installation of a drier in its Hanford Street Terminal Elvtr.

Mt. Vernon, Wash.—The Mt. Vernon Warehouse Co. incorporated; capital stock, \$15,000; El. P. Nelson, pres., and Glenn Davis, sec'y-treas.; to deal in grains and potatoes.

Longview, Wash.—A four-foot rise in the Columbia River resulted in work being suspended temporarily on the elvtr. of the Port of Kelso. The excavated foundation for the workhouse and big tanks were flooded and had to be pumped out.

## WISCONSIN

Wyocena, Wis.—The plant of the Community Flour Mill burned the night of Dec. 16 with a loss of \$12,000.

Oshkosh, Wis.—The Osborn Hay Mlg. Co. has awarded contract for a new elvtr. and work will begin soon.

Tomahawk, Wis.—The Art A. Searl Co. incorporated; capital stock, \$20,000; to deal in grain, flour, etc.

Rice Lake, Wis.—We have our new addition almost completed. We have a capacity of 50,000 bus. of grain, six floors and complete with two sack elvtrs. running thru the six floors, automatic scales, grain cleaners, clipper mill for seeds, gravity machine, set of rolls for horse feeds, feed mixer, Eureka Corn Cutter and a 40-h.p. Diamond Attrition Mill for our fine grinding. Our business is much better than last year and we believe will reach the \$200,000 mark. Our business is practically all retail, dealing mostly with farmers in the vicinity. We buy most of our grain from the farmers, in fact we buy everything they raise on the farm. We shipped to outside dealers two straight cars of clovers raised in this vicinity. We also have one of the best dairy counties in the state.—A. A. Bergeron & Co.

## MILWAUKEE LETTER

The Ladish-Stoppenbach Co. has increased its capital to \$300,000.

Edgar J. Hughes, member of the Chamber of Commerce, died Dec. 12.

Albert W. Holmes, a member of the Chamber of Commerce since 1895, died Dec. 14.

Chas. W. Starke has been appointed a deputy registrar of storage house receipts for the Chamber of Commerce.

Yale E. Henry and S. J. Cottingham, Stanhope, Ia., have been elected to membership in the Chamber of Commerce.

W. G. Moorhead & Co. will absorb Henry Rang & Co. on Dec. 31. The same office quarters will be maintained in the Chamber of Commerce Bldg., and James Lawrie will continue as mgr.

Members of the Chamber of Commerce voted Dec. 22 on an amendment to eliminate the 50% division of commission on cash grain to active members. The directors had previously approved this action.

## WYOMING

Powell, Wyo.—The Powell Elvtrs, Inc., which recently filed articles of incorporation with capital stock of \$35,000, is considering building a grain elvtr. and storage plant.

Corn importations from Argentina into Vancouver have mounted steadily, though have not assumed the proportions officially announced. The fourth of eight full cargoes reported en route landed about a week ago today (Dec. 10), with an accompanying announcement that "that's all there is, there isn't any more."

The interest of grain markets is almost entirely one of relationships, according to C. M. Hardenbergh, President of the Kansas City Board of Trade, before Interstate Commerce Commissioners at the Chicago hearing on Docket 17000. He pointed out that the cash grain dealer and the miller have no speculative interest in the problem whether prices advance or decline, but stated that they much prefer to see prices at a reasonable level to encourage the producer to maintain his production.

## GRAIN DRIERS

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COARSE GRAINS,  
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MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

## WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago  
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## Feedstuffs

**Millstadt, Ill.**—The feed milling equipment operated by the Millstadt Mfg. Co. is to be entirely electrified.

**Pittsburgh, Pa.**—A \$10,000 fire loss was suffered by the Alex Williamson Hay & Feed Co. recently.

**A new member** of the United States Feed Distributors Ass'n is the Taylor Grain Co., Inc., Omaha, Neb.

**Anaheim, Cal.**—A \$3,500 brick addition is being added by Nenno & Sweeters to their feed establishment.

**Lewisburg, Pa.**—Alterations will be completed by Jan. 1 and new machinery installed for chopping all feedstuffs in the plant of the Buffalo Flour Mills.

**Nashville, Tenn.**—W. B., S. V., and John Bell, W. W. Ward and Paul Wills have incorporated the W. P. Bell & Co. for \$5,000, to deal in feed, grain and hay.

**Fitzgerald, Ga.**—H. R. Sloan and T. C. Bush have secured ownership of a going feed and seed business here and renamed it the Bush & Sloan Feed & Seed Co.

**Alexandria, La.**—Fire destroyed the O. L. Fusilier Rice Mill and warehouse just east of Mamou, causing a loss estimated at \$50,000. Thirty thousand sacks of rice burned.—P. J. P.

**Wellington, Colo.**—A large feed elevator is being built on its recently acquired property by the Denver (Colo.) Bank & Trust Co., for the purpose of storing large acquired stocks to be needed by feeders.

**Black Mountain, N. C.**—G. M. and H. M. Sloan have incorporated the Sloan Feed & Fertilizer Co. with a capital of \$50,000. A plant for the manufacture of mixed feeds is understood to be contemplated.—P. J. P.

**Minneapolis, Minn.**—Albert M. Fish, 70, died at his home here Dec. 8. He came from Maine 47 years ago and became engaged in the mill feed business, in which he was active until his recent retirement.—P. J. P.

**The Blair Elevator Corporation**, Atchison, Kan., has filed trademark Ser. No. 234,461, particularly descriptive of stock and poultry feeds. It consists of the word "CERTIFIED" and the picture of poultry and eggs.

**Westfield, Mass.**—A charter to deal in cereal products has been issued to the Fred C. Fowler Co., Inc., with capital of \$25,000. Fred C. Fowler is pres., Samuel L. Forbes, Springfield, treas., and Earl W. Fowler, listed as sec'y.

**Cleveland, O.**—The Kaffeegag Corporation was acquired by the Kellogg Co. of Battle Creek, Mich., according to announcements sent out on Dec. 19. The Kellogg Co. will immediately take over the production and sale of Kaffeegag.

**Evansville, Ind.**—Addison W. Iglehart, 75, formerly treas. of the Iglehart Brothers Mfg. Co., died Christmas week-end. He is survived by his widow, three daughters, a son and two brothers. The Postum Cereal Co. now owns and operates the Iglehart properties.

**Georgia** officials have reduced the wheat feed protein requirements for registration temporarily, due to the deficiency of protein in this year's wheat crop, as follows: Wheat bran, 12.50 per cent; wheat shorts, 14 per cent; wheat mixed feed, 13.25 per cent. Investigation into this situation was sponsored by the Georgia Manufacturers' Ass'n. The ruling also provides that brand names shall be immediately followed by the figures "1927" on both registrations and tags. A similar ruling was recently issued by the Tennessee Dept. of Agriculture.

**Big Springs, Tex.**—A feed mill is to be established here shortly by the Planters Oil Mill Co. New equipment, including grinding facilities, have been ordered, etc. The plant will be in operation in February. A complete line will be mixed and merchandised.

**Fremont, Wis.**—Crushers and other necessary equipment have been installed in a plant adjacent to the Wolf River Pearl Button Co.'s place here, preparatory to grinding chicken feed from clam shells from which buttons have already been removed over at the button plant.

**Minneapolis, Minn.**—G. S. Steward is now in charge of the commercial mixed feed department of the Commander-Larabee Corp. He was formerly associated with the Washburn Crosby Co. in the same capacity for the past five years. A complete line of poultry and dairy feeds will now be merchandised by his new connection.

**Cottonseed feed** and meal manufacturers were among the largest class of violators of the pure food and drugs act, according to the index of notices of judgments 14001 to 15000 issued by the Bureau of Chemistry. There were 86 judgments against cottonseed manufacturers. Violations among manufacturers of all classes of other feeds numbered 45, there being only a few judgments in each of the 15 classifications.

**St. Louis, Mo.**—New rules for establishing prices in this market on millfeeds provide that sales or purchases shall be quoted when made for delivery in the St. Louis or East St. Louis switching district; when feed is purchased to arrive and sold direct to outside points, the seller should deduct the proportional freight rate from the price at which sold delivered, but not deduct the milling-in-transit rate or balance of rate; no nominal prices are to be quoted.

**Emporia, Kan.**—The Teichgraeber Mfg. Co. has awarded a contract for a complete new feed mill and also for additional machinery for its flour mill to Sprout, Waldron & Co. The feed mill will be housed in a warehouse which the company owns and to which a third story will be added. The plant will be equipped to manufacture all kinds of dry feeds, and is expected to be in operation early in the new year. Electrical power will be used in the new plant.

**Troy, Ohio.**—The fire in the plant of the Pottage Tankage Co. on Dec. 6 was caused from sparks from an attrition mill. A piece of metal went thru the mill and found its way into the bin of ground material, and was hot enough to start the blaze, as the fire was discovered burning down in the bin. Not much damage was done from fire but quite a bit of stock was damaged by water, as is usually the case with bin fires where firemen do not know anything else to do but to pour water in from the top. This is the second fire this company has suffered in two months, of about the same nature. No damage was done to either the building or the machinery. This plant is located in the grain elevator of the old Hayner Distillery. The plant was idle until a few months ago, when the present organization took it over and started to make tankage out of garbage, etc.

**Corn borers** are to be carried in mobile museums into both the infested and uninfested areas of Ohio, Michigan, Indiana and Pennsylvania. The first of five trucks has been fitted up and left Toledo to appear at farm institutes and other meetings. The various stages in the life of the corn borer is shown by the dead pests and an entomologist will accompany each truck and tell in detail the borer's life habits, measures being used to combat it and the new government regulations to be followed next year.

## Adulteration and Misbranding

**Humphreys-Godwin Co.**, Memphis, Tenn., consigned 480 sacks of misbranded cottonseed meal into Ohio from Arkansas, deficient in protein content, stated federal authorities on Mar. 27, when the court imposed a fine of a \$1,000 bond, conditioned in part that it be salvaged or relabeled under the supervision of the U. S. Dept. of Agriculture.

**Betta Seed Mill, Inc.**, Jackson, Miss., shipped 400 sacks of misbranded cottonseed meal into Louisiana labeled "Manufactured by the Buckeye Cotton Oil Co." which was deficient in protein, according to federal testimony on April 25, when costs and the execution of a \$680 bond was imposed, conditioned in part that it be relabeled to conform with Government analysis.

**Chillicothe Cotton Oil Co.**, Chillicothe, Tex., shipped 40 sacks of adulterated and misbranded cottonseed meal into New Mexico, according to federal testimony, deficient in protein content. On May 6, no claimant having appeared for the property, judgment of condemnation and forfeiture was entered and it was ordered by the court that the product be sold by the U. S. marshal.

**Amarillo Cotton Oil Co.**, Amarillo, Tex., shipped 100 sacks of cottonseed meal and 400 sacks of cottonseed cake into New Mexico on Dec. 3, 1926, which were deficient in protein, according to federal testimony. The produce was released to claimant on the payment of costs and the execution of a \$1,000 bond, conditioned that it not be sold or otherwise disposed of contrary to law.

**Alfocorn Mfg. Co.**, East St. Louis, Ill., shipped two consignments of adulterated and misbranded horse and mule feed into North Carolina, in which inferior constituents had been mixed and packed with the said article so as to reduce and lower and injuriously affect its quality and strength, according to federal allegations. On Mar. 22, judgment of guilty was entered and the court imposed a fine of \$300 and costs.

**Planters Cottonseed Products Co.**, Dallas, Tex., shipped 400 sacks of misbranded cottonseed cake into the state of Kansas, deficient in labeled protein content, according to federal charges. A bond of \$1,000 was executed for its release, conditioned in part that the product not be sold or offered for sale in violation of the law. The product was labeled "Choctaw Sales Co., Kansas City, Mo., Choctaw Quality Cottonseed Cake and Meal."

**The Mayo Milling Co.**, Richmond, Va., shipped 39 sacks of middlings which were adulterated and misbranded, into the state of North Carolina, according to federal allegations. A portion of the article was labeled in part "Middlings with ground re-cleaned wheat screenings not exceeding mill run." It was alleged that a substance, rye products, had been substituted wholly or in part for the said article. On May 24, 1927, no claimant having appeared for the property, it was ordered destroyed by the United States marshal.

## Small Sweet Feed Plants.

For years we have been expecting some manufacturer to come out with a custom sweet feed plant, but as time went on we about came to the conclusion that the making of sweet feeds was not a small mill proposition.

Now comes a new cold molasses process. The Anglo American Mill Co. has purchased the Agee process of putting cold molasses on feeds.

Rumors of this process have come out of Iowa for the past year, but nothing definite in the way of information could be had. It now transpires that both the inventor and the users of the process were trying to keep it a secret. The Anglo American Co. tell a very interesting story of how it heard of the process and of the trouble it had in investigating it, and then the difficulty in making a trade with the inventor.

If this process is what the users claim for it there is no doubt that it opens a new field for the feed grinder and puts him right into the manufacture of sweet feeds on a scale that he can afford. Needless to say that for a custom mill such a process offers profits that have not heretofore been possible.



## New England Grain Dealers Ass'n.

Feeling the need of a large sectional organization, grain dealers from New England states met at the Statler Hotel in Boston on Wednesday, Dec. 7, to organize the New England Retail Grain Dealers Ass'n. Over 100 were present. Many others, unable to attend, sent encouraging letters which were read during the sessions.

The business sessions were conducted with Wm. N. Howard of Ware, Mass., in the chair, assisted by Lynne P. Townsend, acting sec'y. Both were members of the organization com'ite. Two business sessions were held.

### MORNING SESSION.

MR. HOWARD called the morning session to order and delivered a short address of welcome. This he followed with an outline of the purpose of the meeting and an account of the movement for organization to date.

L. F. BROWN, Chicago, sec'y of the American Feed Manufacturers Ass'n, spoke on "The Need of the Ass'n." He discussed a meeting recently held by the Creamery Ass'ns in Chicago. [See Grain Dealers Journal for Dec. 10, page 684] calling attention to the fact that it was liberally attended by representatives of allied organizations important in national as well as sectional activities. That conference considered the attitude of state legislatures in regard to furnishing financial aid to agricultural organizations. It was felt that no industry should be singled out for state aid.

MR. TOWNSEND discussed the work done by the organization com'ite in promoting the new organization. Many local meetings of grain dealers were attended for this purpose. His talk was followed by general discussion.

The following com'ites were appointed:

**NOMINATIONS:** W. E. Benjamin of Massachusetts, C. F. Davis of Vermont, Donald White of Maine, F. B. Glover of Connecticut and Robert M. Gordon of Rhode Island.

**CONSTITUTION and By-Laws:** A. W. Braisted of Vermont, J. A. Sturges of Massachusetts, Revere Kent of Rhode Island, H. G. Manchester of Connecticut, Lawrence D. Haley of New Hampshire.

Adjourned to afternoon session:

### AFTERNOON SESSION.

The second session was called to order at 2 p. m. by Chairman Howard. The afternoon was devoted to round-table discussions and organization activities. Several dealers discussed "How Can I Meet Car-Door Competition."

J. A. Sturges, in relating his experiences, said he kept in close touch with county extension agents, agricultural ass'ns and clubs. He seeks to gain their good will and show a friendly spirit of co-operation. When practicable he joins them.

The vote of all present definitely established the New England Retail Grain Dealers Ass'n. The following officers were elected to take it thru the first year of its life.

Wm. M. Howard, Ware, Mass., pres.; A. W. Braisted, Bennington, Vt., vice-pres.; H. W. Kent, East Providence, R. I., treas. Directors: A. W. Gilman, Dover-Foxcroft, Maine; Freeman Corson, Lebanon, and A. H. Hill, Rochester, New Hampshire; G. H. Stearns, Johnson, and A. W. Norton, Verzeny, Vermont; Geo. W. Gilman, Wrentham, and W. E. Benjamin, South Deerfield, Massachusetts; F. B. Glover, Stafford, and H. G. Manchester, Winsted, Connecticut; Walter Owen, Providence, and Harold Campbell, Phoenix, for Rhode Island. Directors at large: J. A. Sturges, Easthampton, Mass., and Dan Johnson, Essex Junction.

Discussion of the constitution and by-laws resulted in definite adoption of the name "New England Retail Grain Dealers Ass'n," and fixed dues at \$10 per year.

Unanimous vote of those present selected Boston as the place for the annual meeting.

Adjourned *sine die*.

## BANQUET.

A splendid banquet was served at the hotel in the evening, and was greatly enjoyed. Hon. John Thomas of Gloucester, Mass., gave a humorous monologue and if laughter aids digestion there can be no doubt but every stomach fulfilled its purpose.

Organization of the new ass'n merged the old state ass'ns of Massachusetts and Vermont and added the states of New Hampshire, Maine, Connecticut and Rhode Island. In this district are 1,835 retail grain and feed dealers. At the close of the meeting over 500 had already signed applications to join the new organization. The little state of Rhode Island came in almost 100%.

The purpose of organization was to combat the extensive cooperative marketing of feeds from car-doors, wherein no overhead is maintained and no service is given the feed buyer.

Lynne P. Townsend selected by the directors as permanent sec'y and headquarters would be maintained by him in Springfield, Mass., for the present.

## The Flexible Feed Formula.

PROF. E. S. SAVAGE, of the New York State Agricultural College, Ithaca, N. Y., on the much discussed subject of the "flexible formula" before the Ass'n of Feed Control Officials of the United States, said, in part:

"We have two types of formula. One is what we call the 'fixed formula,' which is changed and reviewed once a year; and the other is the 'flexible formula,' which is under constant study and revision all the time. We find that is a very fine method of handling the situation. I think, if you go back over the history of this, you will find that at one time we were making a 20 per cent formula without a pound of wheat feed in it.

It was thought that the co-operative organization in our state had a pretty good opportunity to go on the rocks, because of the sudden changes that came about in the wheat feed situation. How did they meet it? They met it with ground barley and ground oats, and our farmers have fed thousands of tons of that feed. It is the best formula we ever used.

With the flexible formula situation as it is, with a volume of wheat above 100,000 tons, I find our farmers are in a very good situation with respect to any single ingredient. You will notice in this feed (indicating on blackboard) there is no linseed oil meal in it. There was no linseed oil meal in that feed purely for the reason that I considered the price of linseed oil meal too high in relation to the prices of other feeds which may give more total digestive nutrition.

The greatest competition the co-operative company has in its distribution of feed today in our state is the home mixer.

The margin today between what you can buy a good feed for, and the ingredients bought separately and mixed, is still \$1.50 or \$2. The farmer has to judge whether it is worth \$2 a ton to him to buy the ready mixed feed or to buy the ingredients and mix it at home. The co-operative company does not worry very much, as long as they can keep the mixing charges within \$1.50 or \$2 of what the cost of the separate ingredients to the farmer is.

I want to emphasize very strongly to you that, even with the success of our co-operative company, there is still a margin of \$1.50 to \$2 a ton between what a farmer can buy the separate ingredients for in New York and mix the feed himself, and what he would have to pay his own company for the ready-mixed feed. The reason he buys so much ready-mixed feed is because of the labor situation, and the difficulty of buying separate ingredients. He would rather pay that \$2 than go to the trouble. And that is why the ready mixed feed business is growing in New York.

The Wheat markets have never known such frequent and extreme fluctuations as during the last three years. In no other three years has there been as wide an average range in price week by week, and month by month, or so great an average difference between the high and low in the year. This instability is not an accident, but is related to the methods of the Canadian Wheat Pool. The delusion that the Pool has proved a stabilizing influence is only another instance of the fact that if an assertion is boldly made, somebody will probably believe it without checking up the facts.

## Boston Exchange Buys Home

The Boston Grain & Flour Exchange has bot the former home of the Boston Chamber of Commerce. Since organization less than three years ago the Exchange has leased the quarters it has occupied, and which it formerly occupied when it was known as the Grain Board of the Chamber of Commerce.

The purchase price is reported to have been \$350,000. A. K. Tapper, pres. of the Exchange, is chairman of a special com'ite, handling the purchase of the building, which was recently sold by the Chamber of Commerce.

The building was erected in 1892 and is seven stories high with a cone shaped roof. It contains a well-equipped trading room and library. Most of the offices in the building are rented by grain, flour, feed and hay men.

If your competitor's methods are more up-to-snuff than your own, he deserves the business and 99 and 44/100ths of the time gets it. Business plays no favorites.

## HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

## NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

## HESS WARMING & VENTILATING CO.

1207 So. Western Ave.

CHICAGO

Hess Drier Company of Canada, Ltd.  
Theodore Kipp, Mgr.

68 Higgins Ave.

Winnipeg, Manitoba



## Supply Trade

**Leeds, Ala.**—The Atlas Portland Cement Co. has let a contract to the Jas. Stewart Co. for eight reinforced concrete tanks for bulk cement storage.

**Advertising** is one of the most potent forces in modern efficiency and one which by itself saves more money, saves more raw material and eliminates more waste labor than many a scientific invention hailed as epoch-making.—R. F. Munger.

**Minneapolis, Minn.**—H. L. Day, organizer of the Day Co., manufacturing dust collecting and ventilating systems since 1885, died at his home here on Dec. 9. He was born in Pittsburgh 72 years ago. Two years ago he retired from the presidency of his company and sold his interest to a brother, W. M. Day. Mr. Day was very active in civic affairs thruout his career.

**So little** is the force of advertising understood that superficial economists have even spoken of it as a waste, and have intimated that money so spent might better be used in price reduction. Such a view is a hopeless fallacy, for it is only by means of the right use of advertising that America has been able to lead the world in low-cost quantity production of essential commodities.—R. F. Munger.

**Washington, D. C.**—The Capper-Kelly bill for fair trade has been reintroduced in Congress and placed before committees in each house. It proposes legalizing contracts between manufacturers and distributors as to the retail price of standard-priced trademarked articles. The retailer would necessarily have to abide by the price agreed upon except in cases of closing out stock, disposal of damaged goods and bankruptcy. Several organizations have gone on record as opposing this form of price fixing.

**Auburn, N. Y.**—Thru the Golden Gate and into San Francisco Bay, proudly came the stately clippers at the end of their long Cape Horn runs. The subject of the 1928 calendar issued by the Columbian Rope Co., is the beautiful clipper ship Young America, coming into the Bay in the golden light of the late afternoon sun to discharge her passengers and cargo for the rich fields of California, in the middle of the nineteenth century. A copy of this very attractive calendar will be sent business executives who make the request to the company on their business letter heads.

**You can't** merchandise side-lines if you have them hidden. Display them effectively and advertise them liberally.

**Chicago** is talking of raising the rate of commission for executing what is called "job lots" of futures. "Job lots" means ones, twos, and anything under 5,000, and they want to make the rate  $\frac{3}{4}$ c per bushel to members, which would be  $\frac{3}{4}$ c per bushel to non-members, a rate that looks a little excessive, especially at a time when the grain trade should be making efforts to increase business, or at least to get more people that are now watching, or using, the stock market, to shift to grain.—J. F. Zahm & Co.

**Belgium.**—The Chamber of Commerce of Antwerp has recently prepared a report for the Burgomaster, outlining the future possibilities of the grain trade through the port of that city. This port is adjacent to the largest grain consuming countries of Europe and is in a position to become a distributing center for grains not only within its own frontiers, but also for the adjoining countries, and for England, and Scandinavia. Before this can be realized, however, warehouse facilities and a grain elevator capacity of at least 100,000 tons are necessary.

## Safety Valve for Cob Spouts to Burners.

Elevators of the corn surplus sections where the farmers are in the habit of marketing corn on the ear are always confronted with the perpetual problem of the cheapest way of disposing of cobs. Different experts have recommended the use of ground cobs in rich feeds and in the manufacture of gas and other experiments are now being conducted for utilizing cobs in the manufacture of automobile accessories. However, none of the proposed outlets for the cob surplus have yet utilized a sufficient amount of cobs to make any appreciable difference in the stock of country elevators in the corn belt.

Cob burners have been installed to burn the surplus of many elevators and sad to relate fire has been communicated from these burners thru the cob spout to the cupola of a number of grain elevators with disastrous results. Three reinforced concrete elevators were badly damaged by fire communicated thru the cob spout and a number of other houses have been destroyed from the same cause.

The cob spout if left open forms a natural draft and will carry sparks from the cob burner up to the cupola when least expected. In order to reduce this hazard the Union Iron Works has perfected a cob spout and damper so as to minimize the opportunity for fire being communicated from burner to cupola of elevators. As is shown in the illustration herewith the metal cob spout is sixteen inches wide and twenty-two inches high. Just outside the wall of the cob burner is a jump gap in the bottom of the spout so as to prevent cobs backing up in the spout. This gap in the bottom of the spout is always open.

The section of the spout extending thru the wall of the cob burner is enough below the bottom of the main part of the spout so that cobs running down the spout when the valve is open will jump this gap in the bottom and go thru end of spout into the cob burner, but if the cobs have backed up in the mouth of the spout they will fall out gap onto ground, warning elevator operator of the congestion.

Immediately above this section of the cob spout is an open vent in top of spout 16x36 inches. This is designed primarily to permit the escape of flames out top of spout and minimize the draft thru spout which intersects wall of cob burner.

Above this vent is the switch valve which is operated by two ropes extending down to ground so that it can be opened from the ground and cobs diverted into box of wagon or truck or at least be prevented from flowing into cob burner. This arrangement of spout and valves is so inexpensive and yet so effective

as a reducer of the spark hazard no cob burner operator can afford to continue burning cobs without it.

## E. R. Kilpatrick Enters Grain Business.

The grain trade at Bloomington, Ill., has been augmented by E. R. Kilpatrick, who recently opened a brokerage office in the People's Bank Building. Mr. Kilpatrick has had a varied experience covering nine years of connections with the grain business.

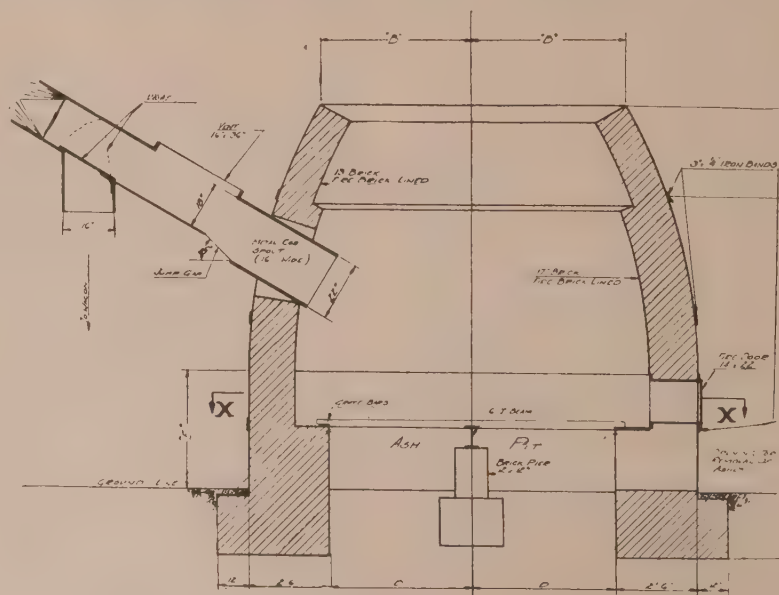


E. R. Kilpatrick, Bloomington, Ill.

His experience commenced as a warehouseman for the Conover-McHenry Elevator Co. of Peoria. Later he joined the staff of J. A. McCreery & Sons at Bloomington doing a track buying and futures business. This was followed by connections with Harrison-Ward & Co. at Decatur and A. E. Staley Manufacturing Co. While with the latter concern he worked on both grain sales and terminal elevator management.

In entering the grain business on a brokerage basis Mr. Kilpatrick is buying for the account of the A. E. Staley Co., Bingham Grain Co., Stokes-Barkley Co. and S. C. Bartlett Co. He is well known thru the Central Illinois trade and his many friends wish him every success.

Wheat passed the December delivery day without being hurt, in fact, the wheat was taken by parties that are likely to keep or ship it, unless they can sell it at a profit. Crop news from Argentina is a little more favorable than it was, although it is possible the quality of their wheat will be poor, just the same as that of Canada. In regard to the Canadian crop, it is really wonderful the way the low grade stuff is being disposed of, but, with so much low grade, it is reasonable to expect that Europe will need more than the usual amount of good wheat to mix with it.—J. F. Zahm & Co.



Improved Safety Spout for Cobs to Burner.



## Seeds

**Fremont, Neb.**—The capital stock of the Western Seed & Irrigation Co. has been increased from \$70,000 to \$100,000.

**Salem, Ore.**—H. A. Thiessen, E. C. Kruger and G. C. Perkins incorporated the Oregon Feed & Seed Co., with a capital of \$35,000.

**Clarence K. Jones**, sec'y-treas. of the Farm Seed Ass'n of North America, now receives his mail at 709 E. 20th St., Baltimore, Md.

**Williston, No. Dak.**—A few kernels of the wheat found in an Egyptian tomb not long ago are to be planted at the Experiment Station here.

**Manitowoc, Wis.**—The Madison Seed Co. was recently incorporated with \$50,000 capital by H. L. Vetting, Albert Outman and Fred L. Alter.—P.

**Jacksonville, Ill.**—Clarence L., and Carl E. York, John W., and Harry Hall, have incorporated the Superior Seed Co. with a capital stock of \$5,000.

**Austin, Tex.**—The state board of plant breeders' examiners will hold a meeting here before the year is out to lay plans for breeding and raising seeds.

**Rockford, Ill.**—Condon Bros. are adding an addition estimated to cost \$200,000. The four-story structure will have a foundation capable of supporting six stories.

**Winchester, Ky.**—Woodson McCord, 65, a former seedsman here, died at his home on Nov. 29. He retired a few years ago from the industry on account of ill health.

**Cynthiana, Ky.**—Williams-Addams Co. have opened a branch in charge of L. H. Crum of Falmouth, Ky. Seeds, feeds and cultivating equipment are to be handled.

**Louisville, Ky.**—Bunton & Huber Co. opened up in their new location on Dec. 10. A housewarming brought between six and seven hundred growers in during the day.

**Worthington, Minn.**—A new mill and scarifier have been installed in the plant of the Worthington Seed Co., formerly the St. John Seed Co. Improvements have also been completed in the elevator and storage units.

The only Bent Grass that is harvested in Coos County, Oregon, is what is botanically known as "Agrostis Maritima," or "Seaside Bent Grass," according to a report from the Oregon Agricultural Experiment Station at Corvallis, and circulated by the Board of Directors of the Pacific States Seedsman's Ass'n.

"Rombdact" is the new code word adopted by the Rocky Mountain Bean Dealers Ass'n at a meeting held in Denver, Colo., to designate the following clause: "Rocky Mountain Bean Dealers' Ass'n contract terms to apply." The membership plan on giving the code word wide publicity that it may come into common usage.

**Toledo, O.**—Henry Hirsch returned from New York City on Dec. 17, attended by his daughter, Mrs. Wolf, of Fort Wayne, Ind. Mr. Hirsch was stricken mid-ocean on his return trip from abroad and since early fall has been confined to a hospital in New York. His speedy recovery seems assured, according to latest reports.

**Chicago, Ill.**—The John L. Kellogg Seed Co. has been organized and chartered under the laws of Delaware by John L. Kellogg, son of W. K. Kellogg of Battle Creek, Mich. The Warren Seed Cleaning Plant will be operated and the new organization will be sole distributors of seed cleaned by this process. Charles H. Clark, vice-presi-

dent of this new venture, was formerly connected with N. Wertheimer & Sons, Ligonier, Ind.

### "Nabob" Is New Variety of Wheat.

A new wheat, which has been named "Nabob" has been announced by the Ohio Experiment Station. It was selected in 1918 from the Nigger variety, and like other selections, has been known heretofore only by number, Ohio 18947.

It first attracted attention because of the fine quality of grain, being plumper and clearer than the parent variety. The average test per bushel as threshed was 60.6 pounds, one pound more than the Nigger. It has proved 50% less susceptible to smut or bunt than the parent variety.

In yield it has averaged 39.8 bushels per acre in 11 tests at four places in Ohio. It is winter hardy and tillers well. It has averaged 94.6 pounds of straw per bushel of grain. Milling and baking tests at the Station indicate that the new variety is only slightly superior to the Nigger, which has long been a favorite with Ohio millers.

Accurate records can be turned to good account when the R. R. claim agent comes around. He hesitates to pay any claims unless he is convinced they are just and fair. It falls to the shipper to keep his records so correctly that his claims cannot be rejected.

### New Congressional Bills Affecting Seed Trade.

The opening of the 70th Congress brought introduction of a flood of measures in the House of Representatives of particular interest to the seed trade.

Rep. Haugen of Iowa, offered a bill providing for search and seizure without warrant in the enforcement of the plant quarantine act of 1912. It would permit any employee of the Department of Agriculture engaged in enforcement and properly identified "who has probable cause to believe" that any person coming into the United States, or any vehicle, receptacle, boat, ship or vessel, coming from any country or countries or moving interstate, possesses, carries, or contains any nursery stock, plants, plant products or other articles the entry of movement of which is interstate or foreign commerce is prohibited or restricted, "shall have power to stop and, without warrant, to inspect, search, and examine such person, vehicle, receptacle, boat, ship, or vessel and to seize, destroy, or otherwise dispose of, such nursery stock, plants, plant products or other articles found to be moving or to have been moved in interstate commerce or to have been brought into the United States in violation of this act or of such quarantine or order."

Congressman Watson of Pennsylvania, has introduced a bill to prohibit transmission thru the mails, for the purpose of sale, of unsolicited merchandise for which the sender has received no order from the addressee. A penalty is attached imposing a fine of not more than \$500 or imprisonment for not to exceed three months or both.

Rep. French of Idaho, seeks amendment of the tariff law to charge duty of 20 cents per lb. on white clover and 10 cents per lb. on all other clovers, alfalfa, and other grass seeds not specially provided for.

Rep. Burtness of North Dakota, would require every wholesale establishment with annual sales of \$20,000 or more to report the amount of sales of each commodity annually, and would demonetize gold coin and silver dollars and provide fluctuating value for gold, based upon an intricate computation of its purchasing power at varying periods.

Rep. O'Connell of New York, wants the daylight saving plan to go into effect all over this country from the last Sunday in March to the last Sunday in October.

### Would Have Government Run Eating Houses.

Rep. Lankford on Dec. 5 introduced H. R. 79, a most vicious measure ostensibly to authorize the federal government to "experiment" in operation of eating houses and the sale of farm products, an experiment that as in the case of the present barge line might turn out to be a permanent activity of the government, regardless of its cost to the taxpayers. The bill reads as follows:

A bill to authorize the Secretary of Agriculture to experiment in the sale of food and food products of the farm directly from producer to consumer, and for other purposes.

That the Secretary of Agriculture shall be authorized and empowered to experiment in (a) the organization of producers' clubs and consumers' clubs, and the sale of food and food products from producers' clubs and others to consumers' clubs and others; (b) the sale of food products of the farm, orchard, grove, or dairy directly to consumers; (c) the transportation and distribution of food and food products from producers to and among consumers by an extended parcel-post system, freight, express, and otherwise; and (d) the establishment of eating centers, owned and operated by farm organizations or clubs, for the purpose of advertising and extending the sale of farm products and for the purpose of profit, and to demonstrate to the public generally the real value of pure food, directly from the farm, carefully prepared.

Sec. 2. The Secretary of Agriculture is authorized (a) to employ and pay such agents and employees, (b) make such expenditures, and (c) do any and all things necessary to make the experiment herein authorized.

Sec. 3. There is appropriated \$1,000,000, or so much thereof as may be necessary, to carry the provisions of this act into full force and effect.

Members of the Canadian Wheat Pool were persuaded that very large profits were to be made in the export business and they have put capital and credit at the disposal of the Pool to conduct such business. The returns they have been receiving, when compared with primary prices in the open market, suggest that the Pool is losing money, not making it, in its export transactions.

## Directory

### Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

#### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

#### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchant.

#### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

#### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

#### FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

#### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

#### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

#### LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

#### MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.

Northrup King & Co., field seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.



## Supreme Court Decisions

**Carrier's Lien for Charges.**—Under Rev. St. 1925, art. 900, giving railroad company lien against property on its cars to secure freight charges, consignee has no authority to take property until such charges are paid.—*Jackson v. State. Court of Criminal Appeals of Texas.* 298 S. W. 907.

**Failure to Transport not Excused by Strike.**—It is the duty of the common carrier, accepting freight for shipment, to transport the same with reasonable dispatch, and the mere refusal of the carrier's servants to perform their work unaccompanied by violence or intimidation, is not an excuse for the carrier's nonperformance of such duty.—*Frawley v. A. T. & S. F. R. Co., St. Louis Court of Appeals, Missouri.* 299 S. W. 93.

**Delivery Without Surrender of B/L Is Conversion.**—Where goods are transported by a common carrier under an order notify bill of lading, the delivery of the goods by the carrier to the person directed to be notified, without a surrender of the bill of lading, amounts to a conversion of the property by the carrier, and renders it liable in trover to the shipper.—*Geo. C. Speir & Co. v. Atl. Coast Line. Court of Appeals of Georgia.* 140 S. E. 43.

**Warehouseman May Collect for Goods Ordered Delivered by Patron.**—Handling of C. O. D. packages and remittance of proceeds collected, while not prescribed as a duty of a public warehouseman under Rev. St. 1925, art. 5569, not being prohibited, held within contemplation of its bond to faithfully perform its duty as a public warehouseman, since such delivery was in direct line, and in furtherance, of its own business, and in line with other warehousemen, and was customary and usual.—*Indemnity Ins. Co. of North America v. Archibald. Court of Civil Appeals of Texas.* 299 S. W. 340.

**Jurisdiction of Commission Over Canadian Thru Rate.**—Where railroad of United States and railroad of Canada published joint through rate covering transportation in both countries, and United States railroad published no rate of carriage in United States only, Interstate Commerce Commission was authorized to hear complaint of shipper alleging excessive rate against United States railroad alone, by Interstate Commerce Act, § 13 (1), being 49 USCA § 13 (Comp. St. § 8581), and under section 16 (1), being 49 USCA § 16 (Comp. St. § 8584), it had jurisdiction to make order requiring carrier's payment of damages in amount that entire transportation charges exceeded charges which would have been assessed on joint through freight rate found by Commission to be reasonable.—*News Syndicate Co. v. N. Y. C. R. Co. Supreme Court of the United States.* 48 Sup. Ct. Rep. 39.

**Damages for Carrier's Negligent Delay.**—Under act of Congress regulating interstate shipments giving notice of claim, where required, is condition precedent to recover, but plaintiff need not prove negligence or fault on part of carrier acting as insurer. In shipper's suit against carrier to recover damages to interstate shipment of potatoes, resulting from carrier's negligence in transit, no notice of claim nor filing of claim was required as condition precedent to recovery, but shipper must prove negligence to recover. In shipper's action against carrier to recover damages to interstate shipment resulting from carrier's negligence, it was within discretion of court to permit testimony of market value and to permit complaint to be amended to include allegation as to decline in market.—*C. R. I. & P. Ry. Co. v. S. L. Robinson & Co. Supreme Court of Arkansas.* 298 S. W. 873.

**Negotiable Warehouse Receipts.**—A negotiable warehouse receipt drawn to order, attached to draft drawn to order of holder, has same effect as a B/L so drawn.—*Atl. Coast Line R. Co. v. Columbia Salvage Corporation. Supreme Court of South Carolina.* 140 S. E. 101.

**Claim under Wartime Coal Administration.**—Shipper, consigning coal to Tidewater Coal Exchange pursuant to requirement of Fuel Administrator appointed under Lever Act 1917 (Comp. St. § 3115½e et seq.), and failing to get proper credits until after it had sustained a substantial loss, held not entitled under Const. Amend. 5, to recover from the government in action in Court of Claims, on the theory that coal so consigned had been consumed or appropriated by the government, there being nothing to indicate a taking for public use, and particularly in view of Lever Act, § 10 (Comp. St. § 3115½gii), giving District Court exclusive jurisdiction in cases of a public taking.—*Wm. C. Atwater & Co. v. United States. Supreme Court of the United States.* 48 Sup. Ct. 90.

**Damages for Delay of Shipment.**—In shipper's suit to recover damages caused by delay in transporting interstate shipment of potatoes, which had been diverted, brought against initial carrier under Carmack Amendment to Interstate Commerce Act (49 USCA § 20, subd. 11 [U. S. Comp. St. § 8604a]), counts showing that B/L was for shipment from Castleberry, Ala., to Cincinnati, but that damages sought to be recovered were for delay in arrival in Detroit, Mich., failing to allege name of consignee who was presumptive owner of goods, or that shipper had legal right to divert shipment, or that diversion was made before goods reached point of destination, were insufficient to state cause of action against initial carrier.—*Clark v. L. & N. R. Co. Supreme Court of Alabama.* 114 South. 295.

## Lake Shipments of Grain from Chicago.

During the year 1927 Chicago shipped by lake 19,053,000 bus. wheat; 20,344,000 bus. corn; 5,733,000 bus. oats; 1,388,000 bus. rye; 111,000 bus. barley. The 1926 shipments were 20,200,000 bus. wheat; 18,012,000 bus. corn; 10,216,000 bus. oats; 1,379,000 bus. rye; 223,000 bus. barley.

Buffalo received 11,499,000 bus. of wheat from Chicago by lake during the past year; 9,683,000 bus. corn; 3,237,000 bus. oats; 838,000 bus. rye, and 80,000 bus. barley.

To Depot Harbor went 28,000 bus. wheat; 2,708,000 bus. corn; 574,000 bus. oats; 31,000 bus. barley. To Port Colborne was shipped 6,809,000 bus. of wheat, and 550,000 bus. of rye.

Shipments to Tiffin included 3,588,000 bus. of corn and 788,000 bus. of oats. Those to Midland were 1,476,000 bus. corn and 365,000 bus. oats. Montreal received 717,000 bus. wheat and 248,000 bus. corn.

Cardinal was shipped 889,000 bus. wheat; Owen Sound 563,000 bus. corn and 563,000 bus. oats; Collingwood 464,000 bus. corn and 233,000 bus. oats; Port McNicoll 434,000 bus. corn; Quebec 198,000 bus. corn; Goederich 93,000 bus. corn.

## Grain Claims Bureau, Inc.

19 So. La Salle St.

Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33½% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT  
Pres. and Treas.

HARRY J. BERMAN  
General Counsel

## Hoch-Smith Chicago Hearings.

The hearings by the Interstate Commerce Commission on the general grain rate investigation, reported briefly on page 693 of Dec. 10 number, are being continued in the Hotel Sherman at Chicago by Commissioner B. H. Meyer and Examiners Mackley and Hall.

F. S. Keiser, traffic commissioner of the Duluth Board of Trade, who had testified, was extensively cross-examined.

T. A. Durant, Grand Forks, N. D., representing the North Dakota State Mill & Elevator Ass'n, J. S. Brown, manager of the transportation department of the Chicago Board of Trade; T. B. King, sec'y of the T. B. Hord Grain Co., Columbus, Neb.; C. H. Gibbons of the Gibbons Grain Co., Kearney, Neb., and L. R. Bitney, rate expert for the Minnesota Railroad Commission, testified last week.

Mr. Bitney said the rate level should be 17 per cent lower in Montana, North Dakota and Minnesota, than in Illinois, Wisconsin and Iowa because the cost of performing the service is less in the Northwest.

Mr. Keiser would abolish all free transit and instead would make a charge for out-of-line haul, thus giving each market the territory naturally tributary to it.

Mr. King and Mr. Gibbon, as Nebraska interior shippers, objected to the practice of handling grain from Central Nebraska to Omaha, 150 miles, on transit, and back thru the points of origin to the Pacific Coast at no increase in rates. This they alleged was wasteful of transportation and unfairly discriminatory, as they are not allowed to back-haul grain west of themselves.

Mr. Brown, as the representative of the hub of the grain trade, was the most important witness. He submitted a blue print chart mapping the grain rate zones of the state of Iowa, and numerous other exhibits tabulating thousands of rates that are discriminatory to Chicago, which exhibits will lead up to a brief to be presented later by him to the Commission.

Mr. Brown pleaded for consideration for Chicago because it was in a different position from the other markets receiving grain, in that Chicago was the one market that was in the market for all kinds of grain at all times and gave the producer an outlet for his surplus. Some other manufacturers of grain products at other grain terminals afforded the growers a market only on the occasions when such millers were in need of grain.

"We are asking for proportional rates of 14½ cents on wheat and 13 cents on coarse grain from Omaha and Kansas City to Chicago.

"From Winner, S. D., the rate on wheat is 36 cents to St. Louis and 40 cents to Chicago, the distance to Chicago being only 50 miles greater.

"In the winter Memphis will find itself unable to get oats by bidding the country direct and will bid Chicago for oats. If the Chicago merchant has sufficient billing on hand at 13½ cents he will accept the bid. That is the only way Chicago gets into that territory.

"Grain merchandised thru Chicago goes to Eastern points. On export grain the railroads take grain out of East St. Louis at the same rate as from Chicago.

"In view of the long distances the rates to Chicago and St. Louis might well be the same. From St. Louis to Ft. Worth the distance is 225 miles greater than from Kansas City, yet St. Louis has exactly the same rate."

Mr. Brown was on the stand 6 days, and was still testifying Dec. 21, when the Commission adjourned to meet again Jan. 10 at Chicago.

Edouard Bunge, well known in the Argentina and Continental grain trade circles, died at his home in Antwerp on Nov. 21. Mr. Bunge was born in Antwerp in 1851, and in 1875 joined the firm of Messrs. Bunge & Co., there, which he shortly headed.



## Grain Carriers

**Arkansas City, Kan.**—Albert H. Denton, banker, has received the nomination of member of the U. S. Shipping Board from President Coolidge.

**Surplus cars** on Class 1 railroads on Nov. 30 numbered 352,168, an increase of 50,775 cars, compared with Nov. 23, at which time there were 301,393.

**Buffalo, N. Y.**—Several fleets of grain-laden barges have been frozen fast in passing thru the New York State Barge Canal, due to heavy floods followed closely by bitter weather.

**Henry L. Goemann**, of Mansfield, O., chairman of the Transportation Com'te of the Grain Dealers National Ass'n, will leave for California about Jan. 1 for a needed rest, from his civic and ass'n work.

**The Loch Monar**, which called at North Pacific ports, went aground off the coast of England recently and is regarded a total loss. It carried 75,000 bushels of wheat from Puget Sound and 765 barrels of flour from the Columbia River.

**Vancouver, B. C.**—A Shippers Clearance Board has been organized here charged with the duty of relieving congestion at this port. Should the existing congestion continue there will probably be a diversion of ships ordered to Portland or Seattle for loading.

**Cincinnati, O.**—D. J. Schuh, executive sec'y of the Board of Trade, has appealed to the I. C. C. to extend the present emergency rates on hay to Jan. 15, 1928, when new rates will become effective. The emergency rates were to expire on Dec. 31, 1927.

**Ft. William, Ont., Dec. 13.**—The steamer F. B. Squire, which cleared last night before the hour when the insurance expired, was the last grain boat to leave the Head of the Lakes this season. She arrived here late yesterday afternoon, and a quick move was made and 260,000 bushels of wheat was placed aboard in about two hours.

**Cars loaded with grain and grain products** during the week ending Dec. 3 totaled 49,808 cars; an increase of 1,432 cars above the corresponding week in 1926, but 9,825 cars below the corresponding period in 1925. In the Western districts alone, loadings of grain and grain products totaled 33,672 cars, an increase of 5,478 cars above the same week last year.

**Baltimore, Md.**—Seaboard interests met recently to consider the abandonment of the Baltimore, Chesapeake & Atlantic Railways Co., a steamer line service serving Maryland and Virginia. The Pennsylvania is the controlling factor. The Chamber of Commerce, thru its traffic bureau, has petitioned the Maryland Public Service Commission to investigate the situation.

**Toledo, O.**—A farewell dinner was recently tendered in honor of W. I. Nokely, traffic commissioner of the Toledo Chamber of Commerce and the Toledo Produce Exchange. A substantial representation from the Produce Exchange aided materially in making the occasion a distinct success. Mr. Nokely joins the Michigan Alkali Products Co., Wyandotte, Mich. Pres. Wallace Applegate spoke.

**Suit in federal court** against the Automobile Insurance Co. of Hartford, Conn., to collect some \$50,000 for wheat being moved by barge and tow on the New York State Barge Canal, which barge and tow met with a mishap and sunk off Gasport, is being pressed by the Canadian Co-op. Wheat Producers, Ltd. The insurance company has heretofore refused to consider the claim, charging the pilot was intoxicated.

The Inland Waterways Corporation asks the I. C. C. to order the railroads to make thru rates from New Orleans via the Warrior River Barge Line, but the Savannah Sugar Refining Corporation's attorney, C. R. Hillyer, says "it is shown by the record that every ton of sugar moved from New Orleans over the Warrior River has cost \$1 per ton more than the traffic has paid, the losses on which must be made up out of the public treasury."

**Ft. William, Ont.**—The N. M. Paterson Co. has acquired a fleet of 20 lake freighters which have a grain carrying capacity of 4,000,000 bus. This is one of the largest fleets plying the lake and is composed of the following vessels: Prindoc, Quedoc, Mantadoc, Altadoc, Ontadoc, Saskadoc, Bricoldoc, Canadoc, Thorodoc, Clagadoc, Ft. Willdoc, Soodoc, Windoc, Vandoc, Yukondoc, Kingdoc, Torondoc, Wellandoc, Lachinedoc, Hamildoc. The N. M. Paterson Co. has a grain storage capacity of 5,500,000 bus.

**The Santa Fe**, Missouri Pacific and Rock Island have gone into the U. S. District Court at Chicago for an order suspending the I. C. C. cancellation of tariffs establishing proportioned rates on grain for export from stations on their lines to Wichita and Kansas City. The new tariffs were intended to hold the traffic on their own lines to the ports, but the Commission's cancellation order was due to its interpolation that it would be an increase over routes other than the circuitous ones proposed by the carriers. The complaint is to be heard this month by the court.

**Seattle, Wash.**—A conference of representatives of all Puget Sound and Grays Harbor ports and of the ports of Astoria and Longview, as well as grain interests from Eastern Washington, was authorized by the Port Commission recently. Grain rates in the Pacific Northwest is to be the subject of discussion, which is particularly pertinent in face of some preferential rates allowed Portland by the Interstate Commerce Commission on grain originating below the Snake River. The outcome will probably mean a re-opening of the entire Columbia River Grain Rate Case.

**Government operation** of barge lines can be made available at low cost by saddling the expense on the taxpayers; and government operation of railroads can do the same. Last September the Canadian Government's Board of Railway Commissioners ordered the government railway to carry grain from Buffalo to Halifax and St. John, 1,183 miles, for the same rate the American roads receive for the haul of 397 miles from Buffalo to New York. Government operation's only advantage over private operation is that the Government uses the broad back of the taxpayer to maintain a service not sufficiently valuable to warrant users paying its cost.

### I. C. C. Activities.

**Jonesville Milling Co.** has been awarded reparation on wheat shipments from Hamilton, New Haven and Spencerville, Ind., to Jonesville, Ind., the out-of-route charge being held to be inapplicable.

**Having discovered** by experience that the Wheat Pool cannot determine world price levels for wheat, an influential section of the membership, particularly in Saskatchewan, is pressing for legislation which would compel all marketing through the Pool, while other sections, with much the same object in view, are insisting upon what is called "100 per cent co-operation." No form of wheat monopoly in Canada could influence world prices, but it might be dangerous to local consumers and local industries dependent on wheat. It is becoming more evident every day that against this policy the general public of Canada will take an immovable stand.—*Grain Trade News.*

## Cipher Codes

**Universal Grain Code:** The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

**Robinson Telegraph Cipher Code:** With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

**Millers Telegraphic Cipher:** (1917) For the milling and flour trades. 77 pages, 3¼x6 inches. cloth bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 7th edition revised for provision and grain trades. 145 pages 4½x5½ ins. Cloth bound. Price \$2.00.

**A. B. C. Improved Fifth Edition Code,** with Sup.; Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision)** Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

**Calpack Code (1923)** is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6½x8½ ins. 850 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

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## Books Received

**CROP STATISTICS**, gives statistics of production, exports, imports and values of grain crops of the world for the past five years. It also contains world maps showing the wheat acreage. Published by the First National Bank, St. Louis, Mo.

**EUROPEAN CORN BORER**. By A. G. Rugles and A. C. Arny. The bulletin is issued to acquaint the farmers of Minnesota with the European Corn Borer which is said to be headed toward that state. Special Bulletin No. 116, University of Minnesota, College of Agriculture, Extension Division, St. Paul, Minn.

**TESTING WHEAT FOR PROTEIN** is a valuable aid to chemists who contemplate taking up this branch of chemical analysis. The considerations controlling the choice of reagents are outlined by the authors, D. A. Coleman, H. C. Fellows and H. B. Dixon. Bulletin No. 1460, 32 pages, U. S. Department of Agriculture, Washington, D. C.

**THE 41ST ANNUAL REPORT** of the Interstate Commerce Commission is a survey of the 12 month period ending Oct. 31, 1927. During that time the loading of grain and grain products amounted to about 2,397,000 carloads, which compares with 2,414,000 in 1926, 2,322,000 in 1925, and 2,554,000 in 1924. The report contains a digest of federal court decisions for the same period, summary of cases decided, and the points decided in rate cases. Interstate Commerce Commission, Washington, D. C.

**THE STORY OF A GRAIN OF CORN** discusses this grain and analyzes it from the food standpoint. The processes of manufacturing it into corn starch, corn syrup, corn sugar, corn oil, corn gluten feed and other products and the uses to which these products are put, are described in a simple and easily understood fashion. The importance of the corn crop, our exports and the home market, and the quantities manufactured into foods for human consumption are briefly covered. Paper, 23 pages, illustrated; The Associated Corn Products Manufacturers, Chicago, Ill.

**VARIETIES OF BARLEY FOR ILLINOIS**, by Geo. H. Dungan, Robt. W. Stark, and W. L. Burlison: Barley is becoming of increasing importance in Illinois, and is being included in crop rotations as a competitor of oats. Its principal use is as a feed for livestock. Oederbrucker, Wisconsin Pedigree, Silver King, and Black Barblless have given the highest yields on both fields. All of these, with the exception of Black Barblless, belong to the Manchuria group of barleys. The northern two-thirds of the state may be considered in a general way spring barley territory, though no definite limit to the southern boundary can well be ascribed. University of Illinois (Urbana) Bulletin No. 297.

This year's rice crop is estimated at 39,299,000 bus. for the entire nation, of which Louisiana will contribute 16,309,000 bus.

### New Elevators in Argentina.

The provincial government of Buenos Aires has been granted authority to construct grain elevators with capacities of 500, 1,000 and 1,500 tons at strategic points along the stations of the Ferrocarril de la Provincia de Buenos Aires, one of the provincial railways, says a report from Trade Commissioner Samuel T. Erskine at Buenos Aires. It is further planned to build a terminal grain elevator at the port of La Plata with capacity for 15,000 tons and all modern equipment, the project to cost 2,000,000 paper pesos (about \$860,000).

Decision has been reached by the Buenos Aires Great Southern Railway to proceed with a plan calling for improvement of handling and storing facilities at Ingeniero White and Bahia Blanca by erection of a reinforced concrete granary with capacity for 80,000 tons, extensive receiving facilities capable of handling grain from 24 railway trucks at the same time, and multiple mechanical belt conveyors for loading grain on boats for export. The contracts involve over £1,000,00, except for certain foundation and railway work.

### Elevator Losses Which Should Have Been Prevented.

The past six months' record of fires in grain elevators that might have been prevented shows that too many houses are burning from causes easily within the control of those charged with the supervision of the property.

One elevator in Indiana burned with a loss of \$27,000 twelve hours after a small fire in the cupola had been extinguished. The house had been watched all night after the fire in the cupola, the cause of which was unknown. The possibility that the unknown cause still may be operating to cause a second fire indicates the advisability of closer inspection of the entire plant until the cause of the first fire has been ascertained.

Smoking on or near the premises causes fire that could be prevented, as in the case of a grain warehouse in Washington, where the fire spread from a box car in which harvest hands were sleeping and smoking.

A line shaft thru a bin led to the damage by fire of a grain elevator in Kansas. The wooden protection over the line shaft gave way allowing frictional contact between the shaft and the housing. Such construction is simply an invitation to fire, and is easily prevented.

The owner of one plant in Ohio threw kerosene oil into the stove in the bottom of which probably were hot coals. The burning oil was thrown over him and he died later. This hazard is so well understood that it seems no grain dealer needs a reminder not to use kerosene in a stove, even tho the stove be clean and cold.

Broken windows need prompt replacement lest a locomotive engine spark enter at the missing pane of glass as in the case of one elevator in Kansas.

Using wooden partitions in steel grain bins was the preventable cause of a total loss in Tennessee. No owner or elevator architect should countenance such construction.

Several fires in grain elevators were reported as due to lightning striking buildings not protected by rods. Rods cost property owner nothing. Why not have rods installed?

Many of these elevator fire losses could be prevented by managers turning their attention to the hazards surrounding the plant, and adopting the suggestions of the mutual fire prevention bureau, supported by the substantial credits allowed by the fire insurance companies for approved construction and equipment. The best fire preventive is the intelligent supervision of the premises by a manager who is fire-prevention minded. When locking up the elevator for the night be sure everything is safe and turn off the current at the door.

### Power Drying of Grain.

A new method, called the Edholm system for drying grain by electricity has been devised by an employe of the Royal Swedish Board of Waterfalls, states a report from B. D. Dahl, Assistant Trade Commissioner at Stockholm, Sweden. Trials have been made on a large farm near Stockholm and it is claimed that this system gives better results at a lower cost than any system previously employed in Sweden.

By the Edholm method, states the report, the grain is stored in silos, made of wood, that are very easy to build and can be put up by the farmer. The floor of the silo slopes toward the blower. A hole is cut thru the wall of the silo at the place where the floor is lowest and a pipe is inserted. The grain flows down thru this pipe and into a lower pipe which extends upward thru the center of the silo and to a point a few feet above the top of the grain. The grain is forced upward thru this pipe by a blower and is deflected downward into the silo by concave circular discs, the air escaping between the outer rim of these discs and the wall of the silo.

### Insurance Notes.

**Elevator owners** who believe an extra charge should be made for fire insurance on elevators equipped with open type motors should speak louder, so the mutuals insuring your plant can get up courage enough to assess the charge and reduce your cost accordingly.

**A gravity feed engine** has no place in a grain elevator unless the owner wants his fire insurance rate doubled. Some insurance companies will not insure an elevator so equipped at any price. The gravity feed engine is so hazardous they cannot be blamed.

**Hail insurance** on elevators, warehouses and outbuildings has saved many elevator owners the price of a new roof this year. Where composition roof is used the cheapest quality obtainable seems to find its way to the outbuildings with the natural result that these roofs are ruined every time the neighborhood is threatened with a hail storm. A dependable roof, like a strong, heavy foundation, is one of the essentials to every substantial structure.

**Ethylene Glyco** is one type of alcohol and has a flashpoint of 266 degrees Fahrenheit. In other words, it would very readily burn even though mixed with water if it was thrown on a fire. For that reason it would not, of course, be practical for use in water barrels and for another reason, also, it would not be practical, and that is that it costs too much money. Denatured alcohol would be much cheaper but would present the identical hazard in so far as its use in water barrels is concerned. We would not approve either of them.—Mutual Fire Prevention Bureau, H. C. Lee, Assistant Manager.

**A new amendment** passed by the Austrian Parliament has abolished the sliding scale duty system for grain. The new rates are: On wheat, meslin and spelt, 4; rye, 4; and oats, 3; all gold crowns per 100 kilos. To the rates on flour and other milling products of cereals and pulse (rolled, broken, husked corn, pearled grain, groats, grits) a surcharge of 8 gold crowns will be added to the duty levied for each 100 kilos of the raw material as mentioned above. At present a surcharge of 5 gold crowns is levied on flour and milling products.

### Philadelphia Buckwheat Grades.

The grades for buckwheat adopted by the Commercial Exchange of Philadelphia, Pa., and effective Nov. 22, are as follows:

For the purpose of these standards, buckwheat shall be at least 75 per cent of buckwheat of the varieties Japanese and/or Silver Hull.

**No. 1 buckwheat** shall be cool, well matured, sound and clean.

**No. 2 buckwheat** shall be cool, well matured, commercially sound and commercially clean.

**No. 3 buckwheat** shall be cool, reasonably sound, reasonably clean and shall have no commercially objectionable odor. It shall be free of stones, cinders, sand, and particles of soil.

**No. 4 buckwheat** shall be cool, but may be musty and may contain slightly damaged buckwheat. It may also contain sticks, straws, seeds and other foreign material in excess of that permitted in No. 3.

**Sample grade buckwheat** shall be all buckwheat which is heating, hot, sour, badly damaged, infested with injurious insects, or is otherwise unfit for any of the numerical grades.

**Tough buckwheat** shall be all buckwheat having a moisture content of over 16 per cent, but not exceeding 18. All such buckwheat shall be graded and designated according to the grade requirements of the standards applicable to such buckwheat if it were not damp, and the word "damp" be made the first word of the grade designation.

All buckwheat containing in excess of 23 per cent moisture shall be classed sample grade (excessive moisture).

**Cool and merchantable buckwheat**—All buckwheat graded Tough No. 3 or better shall be considered cool and merchantable.

Upon request the percentage of each variety shall be stated on the certificate of inspection.



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extends to its friends, customers  
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that they all may enjoy

A Merry Christmas  
A Happy and Prosperous New Year